



## **BULKY DOCUMENTS**

(exceeds 300 pages)

**Proceeding/Serial No:** 91177192

**Filed:** 04-25-2008

**Title:** Opposer's Brief in Response to Applicant's Motion for Summary Judgment and Opposer's Countermotion for Summary Judgment; with Exhibits A-G; A part 1 – A part 11

**Part 11 of 11**



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*How to surf for a bargain in cyberspace Evening Standard (London) June 06, 1997*

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Evening Standard (London)

June 06, 1997

**SECTION:** Pg. 28

**LENGTH:** 1334 words

**HEADLINE:** How to surf for a bargain In cyberspace

**BODY:**

SHOPPING in cyberspace has been hailed as the greatest invention since sliced bread - it's convenient (you can shop when it suits you), there's a huge choice (the whole world's marketplace is at your fingertips) - and the cost savings can be dramatic.

Retailers can save up to 35 per cent through reduced overheads which means cheaper prices. Bargain hunters can choose the cheapest country for their shopping: for example CDs bought direct from the USA are much cheaper than those bought in the UK. And special Internet discounts are offered by most major airlines on last-minute deals - with savings of up to 90 per cent.

It's reckoned that within the next 25 years, around 60 per cent of all adults in the UK will have online access either at home or in libraries or through Interactive TV. But how easy is it to do your shopping via your home computer? Electronic watchdog IMRG - Interactive Media in Retail Group - recently appointed a Mystery Shopper to test the service. This self-employed home-worker uses a personal computer with an Internet link to visit a random cross-section of sites each month and report back with his or her experience.

So far, the mystery shopper has compiled reports on buying wine, clothes and holidays. While shopping for wine and holidays generally proved satisfactory, by far the most disappointing results have come from the mystery shopper's attempts to buy clothes online.

"It wasn't easy," reports the mystery shopper.

"There's plenty of casual gear around but not much of anything else. You can get very frustrated, very quickly. It usually works, but you waste a lot of time and energy, with very little reward. They still have a very long way to go." The IMRG web site can be found at <http://www.imrg.org> As BT announces new safeguards for Internet shoppers, NICOLE SWENGLEY checks out what is for sale on the screen WHAT THE MYSTERY SHOPPER FOUND America's Shirt Catalogue.

Marks out of five: 3.

<http://www.cottonshirt.com> Self-service options allow you to enter the type of collar, cuff, material and sleeve length you need. Unfortunately most of the details requested resulted in "nothing available". Secure ordering and worldwide delivery but shipping costs can be expensive. A tie ordered arrived a week later.

BarclaySquare Marks out of five: 2 <http://www.bar-claysquare.co.uk> Site has three virtual malls offering various services, including Debenhams. Not all shops offer online ordering and we were disappointed with

the choice available.

Designers Direct Marks out of five: 4 <http://www.designerdirect.com> Site offers designer clothing including Calvin Klein, Tommy Hilfiger, Ralph Lauren, Guess, **Nautica**, Levi Strauss, DKNY. The international order form calculates shipping charges immediately with email received the same day confirming order. Calvin Klein T-shirt ordered - total cost inc p&p £20.14.

Freemans Catalogue Marks out of five: 3 <http://www.freemans.com> More than 15,000 products available - clothing, household and electricals. Site not easy to navigate. First attempt at ordering ladies trousers went nowhere sent an email with no response. Eventually able to place an order for the same trousers which were delivered three days later. Other orders placed for a jumper, swimsuit and shirt were received within 24 hours.

After ordering a fourth item I received a letter saying it was out of stock. They should use email to communicate back.

Interactive QVC Marks out of five: 4 <http://www.lqvc.com> Great site. Easy to navigate with a huge selection of merchandise nicely displayed.

Unfortunately they don't ship to the UK at present.

Leggs Hosiery Marks out of five: 5 <http://www.leggs.com> Goods ordered were received four days later from the USA. Excellent service.

Site very easy to navigate, ordering done easily and quickly and confirmation received back by email within hours.

Mileta Top 24 Marks out of five: 2 <http://www.ukshops.co.uk> On-line sports and leisurewear is part of the UK Shopping centre which claims to be Europe's largest online shopping mall. Mall also includes CDs and books.

Simple and straightforward site - but after ordering a T-shirt, email received two days later saying it was out of stock.

I replied, asking if other colours were available, but received no response. Delivery promised within 21 days with a £5 delivery charge in UK.

Shoppers Universe Marks out of five: 3 [Http://www.shoppersuniverse.com](http://www.shoppersuniverse.com) Includes Burberry, Lingerie Label and Clothing Connection.

Crisp and simple home page with SHOP button that beckons you in. Product photos are fast-loading, clear and colourful. Delivery promised within 10 days with £2.95 charge in UK for any size order. Ordering is simple and straightforward.


An email was sent six days after placing an order saying THE good had been despatched, but after a week they still hadn't been received. I sent an email and received a reply saying the goods were lost in transit. They then arrived the next day.

**LOAD-DATE:** June 11, 1997

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) [\[i\]](#)

Terms: [nautica](#) and [date](#)(geq (1/1/1997) and leq (12/31/1997)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Source: News & Business > Combined Sources > News, All (English, Full Text)   
Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

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*POOL CUES;FIVE GREAT LOOKS FOR THE SWIMSUIT SEASON Buffalo News (New York) June 8, 1997,  
Sunday, FINAL EDITION*

Copyright 1997 The Buffalo News  
Buffalo News (New York)

June 8, 1997, Sunday, FINAL EDITION

**SECTION:** LIFESTYLES, Pg. 1E

**LENGTH:** 1693 words

**HEADLINE:** POOL CUES;  
FIVE GREAT LOOKS FOR THE SWIMSUIT SEASON

**BYLINE:** SUSAN MARTIN; News Style Writer

**BODY:**

Something's up in the swimwear department. The garments women swim and sun in are more and more resembling the clothes they exercise, socialize, relax and work in.

No longer can swimsuits be categorized simply as one-piece or two, tank or bikini.

Rather, the line keeps blurring between what a woman wears in the water and what she wears far from from it.

That black tank with the mesh insert at the neckline? Sort of looks like a cocktail dress.

That two-piece suit with sports bra top? Is she heading to the beach or aerobics class?

Similarly, a woman can choose to wear her swimsuit and its coordinates for more than just swimming.

"What's happening in the swimwear industry is that manufacturers are making more accessories to go with your bathing suit so you can wear the complete outfit inside and still look presentable. You can accessorize your bathing suit with a little skirt, skort, hot pant, sarong or whatever it may be that makes you feel comfortable about going into a restaurant or shopping -- but you're still ready for the beach," said Joanne Netols, owner of A Place in the Sun swimwear shop, 5463 Sheridan Drive in the Williamsville Place plaza.

Along the same lines, a black, high-neck suit by Jantzen with a see-through panel accented with a subtle gold-beaded design can be layered under a jacket for dining. A woman can later remove the jacket when she hits the dance floor.

Mrs. Netols calls such versatile styles "crossover suits." They're a bonus on vacations when a woman wants to pack light and not change her clothes for every activity.

What a woman will discover as she begins her annual quest for the perfect suit this summer is that she can choose from an entire wardrobe of styles -whether she is searching for something appropriate for a company pool party or a Fourth of July family bash.

She'll also discover that, like the clothes hanging in her closet, different styles create different moods, convey different messages.



Here are some of the major fashion-driven trends happening in swimwear. Your swimsuit talks. Know what it's saying.

### The Evening Suit

The Little Black Dress heads to the beach. From the waist up, this swimsuit looks like a column gown or cocktail dress.

The key components: asymmetrical styling; random mesh inserts; lingerie straps; coordinating coverups that resemble slip dresses or chiffon dance skirts; gold, silver or tortoise hardware -- functional or decorative -- and lots and lots of black.

The asymmetrical styling, in fact, echoes one of the hottest trends on New York's runways this spring -- the one-shoulder dress, cut on the diagonal, favored by Calvin Klein, Donna Karan and other fashion leaders.

Now swimwear designers have discovered the asymmetrical look -- and not just by baring one shoulder. Anne Cole swimwear features diagonally placed mesh inserts, for example.

Fabrics normally associated with evening also dress up swimwear. Lace -- an ornamental fabric often shown in gold or silver -- shows up in lavender, orange, pale blue and other shades.

And for those who like to sparkle, glimmering foils, gilded animal prints, opulent lace, halogram finishes and suits with studs or shimmering paillettes transform ordinary swimwear into something chichi.

The evening suit suggests elegance, sexiness and a woman's desire to sip martinis at poolside.

Where to wear it: to a spectacular pool party, especially at night.

Accessories: Sexy sandals. Chiffon sarong. Perfectly pedicured feet. Up-'do (unless you plan to dive for pennies. But read the hangtag on your evening suit first; water, salt and chlorine are not always a suit's best friends).

### The Power Suit

It's bold. It's stylish. It states, "Don't kick sand on my beach towel, but if you do we can handle it like adults."

Far more fashionable than the basic tank, the power suit often has textural interest, contrasting piping, a chic belt or some shirring at the bodice.

The power suit does not need to be tugged at. It stays in place, like a well-tailored jacket. The power suit may also be fitted with underwires, tummy-control panels and other figure-enhancing components.

Neckline styles may be scoop, square or a tad higher than usual. That's the other thing about the no-nonsense power suit: It offers coverage without appearing dowdy.

This summer, many power suits are fashioned in bold black and white -- arranged either in color blocks, bands or stripes. The bright red power suit screams "energy." The navy power suit sends the message, "I'm organized." Wear royal blue or purple, and they'll know you're the intuitive type.

Where to wear it: A company pool party. The country club pool. Any hotel/conference center pool. The beach when you want to be left alone.

Essential accessories: Cellular phone in beach bag. Jackie O sunglasses. Beach umbrella. Wall Street Journal.

The power suit, however, is not to be confused with the Flower Power Suit, which is fun and frivolous -- whether one- or two-piece style. Some floral patterns are of the tropical variety. Others are straight from the '60s and '70s; patterns have names such as Delightful Daisies, Tutti Frutti -- you get the idea.

As for the latter, retroactive styles also enter the picture here, with halter-style tops pairing with hot pants, hipsters or boy-cut briefs in eye-popping florals or psychedelic print.

Where to wear it: To a tropical island. To the beach when you're looking for company. To a Sweet 16 party.

Accessories: Bright patent leather totes. Coordinating hair scrunchies. Sunglasses with citrus-colored frames. Candies' slides.

#### The Workout Suit

For those who can't sit still more than 5 1/2 seconds on a beach towel, sporty swimsuits in high-tech fabrics practically double as running outfits.

Or in-line skating garb. Aerobic gear. Volleyball duds. Or cycling clothes.

And no wonder. Nike, **Nautica**, Speedo, Body Glove, Jantzen Sport and other labels give a competitive edge to swimwear.

These suits communicate one thing: Action.

Maybe it's those logos. Nike flashes its famous "swoosh" on some of its one- and two-piece swimsuits; others have "NIKE" stitched across the top or a more subtle "N."

**Nautica** also stamps its brand name on its line of swimwear.

Or maybe it's the styling. Many swimsuit styles are derived from surfing, beach volleyball, running, aerobics and other activities.

Color is key. Some of the Nike swimwear, for example, comes in black with racy silver accents. **Nautica** offers active brights, such as a two-piece suit with cropped top in sun yellow as well as a black and lime green scuba-inspired suit with zip front.

Of course, the fabrics are all designed to move when you do.

Where to wear it: In the lap lane. On the bike path. On the beach volleyball court. On your jet ski. Anywhere but lazing by the pool.

Accessories: Water bottle. Neoprene backpack. "Performance" shades such as Ray-Ban's Killer Loop sunglasses.

#### The Three-Piece Suit

This season, swimwear makers are big on "ensembles" -- pieces that can be mixed and matched and worn for activities other than swimming. And we don't just mean walking from the car to the beach.

In sportier lines, it may be a pair of running-style shorts topping a bikini bottom and halter top. Perfect from going from pool-side to boardwalk for a spin on in-line skates.

Or it may be an oversize T-shirt, which often features a design plucked from the swimsuit it covers.

In the case of **Nautica**, it's a jacket. The suits found in the line can be matched to a coordinating nylon

anorak -- with the explosive **Nautica** logo, of course.

Some of these two- and three-piece ensembles are actually quite glamorous. Swimwear designer Anne Cole accessorizes her line of swimwear with matching pareos, sarongs, drawstring pants and shirts. One black tank with lime green trim and black mesh inserts can be dressed up with a short, flirty wrap skirt in a black, lime green and white print.

Jantzen offers a madras plaid short skirt to cover a matching two-piece suit.

And a two-piece yellow swimsuit by La Blanca, splashed with a blue and green floral print, has a matching floral sarong. The swimsuit also comes as a one-piece, with built-in "tummy control."

Indeed, these multi-piece ensembles can push swimwear across the line to sportswear.

Where to wear it: Almost anywhere casual. That's the point.

Accessories: Great sandals. Great hat. Great tote.

#### The Banker's Suit

Ahh, the striped suit. Designers love it. Less cutesy than gingham checks, more sophisticated than polka dots, the striped suit is an all-American classic.

Some stripes are as thin as those on a pinstripe suit. Others resemble rugby stripes.

The thing to remember about stripes is that they can be a great illusionary tool. Choose a swimsuit with the stripes set at a diagonal and the pattern works to give any boyish-figured woman curves where she has none.

Choose a suit with horizontal stripes across the bustline and her chest will look broader.

Choose a suit with vertical stripes and her torso will look longer.

Stripes can also give a suit a sporty edge without going all-out with logos. Designers run racing stripes down the sides of cropped tops; board shorts; bra tops; boy-cut bottoms and short-shorts.

By the way, you just have to love Calvin Klein's skinny-striped tank swimsuit -- as simple as can be, really -- with matching drawstring pouch for carrying it.

If you find one that flatters and is comfortable -- banker's stripes or otherwise -- you'll never go wrong with a striped suit.

Where to wear it: If it's blue and white; red and white, or red, white and blue, we know what you will be wearing to that Fourth of July pool party.

Accessories: Baseball cap (another all-American classic). Canvas tote. White Keds slip-ons.

We don't know why. It just seems right.

#### The birthday suit

In the trends department, not much new to report here.

Where to wear it: In the privacy of your own home. Otherwise, bring along the only accessory you'll need.

Your wallet.

Authorities always ask for I.D.

**GRAPHIC:** The Power Suit: Bold vertical stripes and a black and white color scheme combine to create a stylish swimsuit that exudes confidence. The suit is designed by Mainstream.; The Workout Suit: For the woman who wants to do more than laze by the pool, some swimsuits are designed in fabrics and styles that move when she does.; The Evening Suit: This one-shouldered asymmetrical swimsuit from Anne Klein is the right choice for after-5 pool parties.; Electric Beach transforms the traditional bikini with a '70s-inspired halter top and micro-short bottoms. Far right, Jantzen's madras plaid swimsuit ensemble.

**LOAD-DATE:** June 10, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) ☐

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))


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Date/Time: Tuesday, June 20, 2006 - 10:57 AM EDT



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*Nautica's David Chu's earnings rise royally; received \$ 1.4M in salary and bonus, and \$ 3.8M in royalty income; Nautica Enterprises; Brief Article Daily News Record June 9, 1997*

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Daily News Record

June 9, 1997

**SECTION:** No. 69, Vol. 27; Pg. 13; ISSN: 1041-1119

**IAC-ACC-NO:** 19486742

**LENGTH:** 278 words

**HEADLINE:** **Nautica's** David Chu's earnings rise royally; received \$ 1.4M in salary and bonus, and \$ 3.8M in royalty income; **Nautica** Enterprises; Brief Article

**BODY:**

NEW YORK -- David Chu, executive vice-president and chief designer at **Nautica** Enterprises, last year earned a total of \$ 5.2 million, helped largely by nearly \$ 4 million from royalty income.

He received \$ 1.4 million in salary and bonus last year, plus another \$ 3.8 million in royalty income on the **Nautica** name. Chu receives 50 percent of the net income of the **Nautica** business under a licensing agreement with the company. Chu brought the **Nautica** business to the firm, when he joined the company, then called State of Maine, in 1984.

Chu received a base salary of \$ 697,463 plus a bonus of \$ 741,000 in the year ended Feb. 28. In the prior year, he earned a base salary of \$ 657,927, a bonus of \$ 657,208, and royalty income of \$ 2.2 million.

Most other company executives also received larger paychecks.

Harvey Sanders, chairman, president and CEO, saw his compensation rise to \$ 1.66 million from \$ 1.49 million, primarily reflecting a increase in his bonus to \$ 891,000 from \$ 742,863. John Wetzler, president of **Nautica** Retail, was paid a salary and bonus totaling \$ 453,780 versus \$ 392,218. He also realized \$ 2.5 million from exercising stock options.

Donald Pennington, chief financial officer, was paid \$ 276,961 against \$ 252,538; but Charles Zona, president of State of Maine robe and loungewear division, saw his compensation drop to \$ 216,000 from \$ 310,221.

Sanders owns 4.4 million shares in **Nautica**, worth about \$ 40 million at current market prices, and Chu holds 1.1 million shares worth about \$ 24 million.

Besides **Nautica** and State of Maine, the firm operates a Bayou Sport shirts and swimwear, and does private label.

**GRAPHIC:** Illustration; Photograph

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Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

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*SUCCESSFUL INVESTING BROKERS CAN KEEP YOUR CERTIFICATES Charleston Gazette (West Virginia)  
June 10, 1997, Tuesday*

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Charleston Gazette (West Virginia)

**June 10, 1997, Tuesday**

**SECTION:** News; Pg. P5D

**LENGTH:** 851 words

**HEADLINE:** SUCCESSFUL INVESTING BROKERS CAN KEEP YOUR CERTIFICATES

**BYLINE:** Andrew Leckey

**BODY:**

Q. What do you think of having a broker keep your stock certificates

for you? Is it a good idea? - R.L., Chicago

A. There are pros and cons.

When buying shares through a broker, the brokerage firm can arrange for your securities to be kept in a vault at a depository in what's called "street name." While the brokerage firm or its agent is listed as shareholder, it keeps records showing you as the real or "beneficial" owner.

Some investors feel more secure actually holding a paper certificate for their stocks, but keeping them in street name has become common practice.

"It's important for investors to understand that they have a choice, and if the broker doesn't offer to inform you, you have a right to ask," asserted Katherine Philipp, investor education specialist with the Securities and Exchange Commission in Washington, D.C. "While investors really don't have cause to worry about keeping their shares with their broker, there's really no one best way for everyone."

The advantages to having your broker hold your stock, according to the SEC, are:

You can be sure you'll easily meet the three-day deadline to present shares upon sale; you won't have to worry about certificates being lost or stolen; the brokerage firm will keep you up to date on developments such as tender offers; and it will be easier to use margin accounts or place limit orders to sell at a specific price.

The disadvantages are:

Some brokers may charge an "inactivity fee" for holding securities if you don't trade regularly; some pass along dividend and interest payments only on a weekly, biweekly or monthly basis; important corporate communications may not be mailed directly to you from the company and therefore be delayed; and it takes two weeks for a transfer if you wish to sell your securities through another brokerage firm.

Q. I'm 77 years old and have no pension other than Social Security and three mutual funds, one of which is Franklin High Yield Tax-Free Income Fund, Class I. Should I stick with this one? - R.H., Harlingen, Texas

A. It didn't get to be the third-largest long-term municipal bond fund without good reason.

Except for 1990 and 1995, it has consistently beaten its competition. Strong returns have helped the fund gain assets despite the attraction of a booming stock market.

The \$ 4.5 billion Franklin High Yield Tax-Free Income Fund, Class I, gained 7.88 percent over the past 12 months to rank in the upper 6 percent of all national long-term municipal bond funds. Its three-year annualized return places it in the top 3 percent of its peers. As a

municipal bond fund, It's exempt from federal taxes.

"The big difference is selection, because this fund is very discriminating about picking a bond and following a buy-and-hold strategy," explained Kevin Kresnicka, analyst with the Morningstar Mutual Funds Investment advisory. "It puts a lot of research effort on the front end to get purchases right, sometimes even working with bond issuers to help structure a bond deal."

The average weighted maturity of Franklin High Yield Tax-Free Income's bonds was recently 19 years and average duration seven years. The largest portion of its portfolio is in bonds rated AAA, BBB and BB.

The lower-grade or non-rated bonds it does hold are chosen judiciously. In 1990, the fund encountered some credit-related problems and in 1995 it underperformed because of declining interest rates.

About half its bonds are insured. This fund, based in San Mateo, Calif., has a 4.25 "load" (initial sales charge) and a \$ 100 minimum initial investment.

Q. Having received some very good advice from your column in the past, I would now like to know what you think about **Nautica** Enterprises. Its most recent results were very good. - L.L., Northbrook, Ill.

A. This popular men's apparel company is charting a profitable course.

As you noted, earnings per share rose 36 percent to \$ 1.02 in the fiscal year ended February 28.

Wall Street analysts covering it currently have it rated between a buy and a strong buy, according to the Boston-based First Call Corp. research firm. That includes six strong buys, three buys and one hold. They project that the fiscal year that began in March will produce earnings per share of \$ 1.25, rising the following year to \$ 1.52. A



five-year annual growth rate of 22 percent is expected.

"**Nautica** has very good Investor relations, with everyone up to date on its numbers," observed Charles Hill, First Call director of research.

"Few surprises usually indicates a well-managed company."

Its **Nautica** International subsidiary makes men's sportswear, outerwear and activewear under the **Nautica** name. Its State-O-Maine subsidiary offers **Nautica**-brand dress furnishings, robes and loungewear, as well as activewear and sportswear under the Bayou Sport, Charles Goodnight and Christian Dior labels. It also licenses items such as fragrances and watches.

**LOAD-DATE:** June 10, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

Terms: [nautica](#) and [date](#)(geq (1/1/1997) and leq (12/31/1997)) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*Right Now The Washington Post June 11, 1997, Wednesday, Final Edition*

Copyright 1997 The Washington Post  
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June 11, 1997, Wednesday, Final Edition

**SECTION:** STYLE; Pg. D05; STYLE PLUS

**LENGTH:** 1 words

**HEADLINE:** Right Now

**BYLINE:** Kathleen Stanley

**BODY:**

**GRAPHIC:** Photo, Mark Finkendaedt for TWP, Hit the Links: Kenneth Cole's golf-inspired cuff links, \$48 at Hecht's. Winning Ties: When is a tie not just a tie? When it's made -- and painted -- by hand. Jon Valdi's silk ties, \$75 each at the Tiny Jewel Box, 1147 Connecticut Ave. NW. Dream Weaving: Tassel loafers made of woven calfskin (\$285) by Cole-Haan. At Neiman Marcus. Shaving's Cream: Give a guy's morning routine a touch of class with John Hardy's sterling single-edge razor (\$270) and badger-fur shaving brush (\$300). At Neiman Marcus. Make Him Tick: A good choice of watches for any man: **Nautica's** sport watch (\$120) with brown stitched-suede band; Hamilton's "Men in Black" watch (\$495); or Rovin Dino's stainless steel and gold watch (\$395). At the Watch Station, Georgetown Park, Fair Oaks, Montgomery Mall and Lakeforest Mall.

**LOAD-DATE:** June 11, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*SWIMSUITS; Loose vs. snug for men The Houston Chronicle June 12, 1997, Thursday, 2 STAR Edition*

Copyright 1997 The Houston Chronicle Publishing Company  
The Houston Chronicle

June 12, 1997, Thursday, 2 STAR Edition

**SECTION:** FASHION; Pg. 7

**LENGTH:** 196 words

**HEADLINE:** SWIMSUITS;  
Loose vs. snug for men

**BYLINE:** Knight-Ridder Tribune News

**BODY:**

Men's swimsuit styles change from season to season about as drastically as suit lapels - which means not much.

It's a matter of personal preference on loose vs. snug styles - both are available. Sleek shorts and brief bikinis have an athletic connotation, although in Europe, they're universally favored even by men with less-than-perfect physiques.

Loose, shorts-style suits are native to California and more favored on the West Coast.

Once you decide on the style, then it's time to decide between solid colors like traditional red, navy or black; cyber-brights of orange, yellow or turquoise; and prints, which this year include Hawaiian patterns, geometrics and color blocks.

If you intend your swimsuit to do double duty as shorts, look for cotton, which offers more comfort. If you intend to swim, look for nylon or synthetic blends, which offer strength and quick drying.

Check construction and look for secured pockets if you want a place to stow your keys while swimming.

And size-wise, remember that elastic and drawstring waistbands are more forgiving and allow for expansion. If there's no give in the waistband, buy a size larger.

**GRAPHIC:** Photos: 1. Model wearing fashions by **Nautica** Competition (color); 2. Model wearing Volley/board short from Speedo (color)

Source: News & Business > Combined Sources > News, All (English, Full Text) ☐  
Terms: nautica and date(gteq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

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**BON-TON SEES SIGNS OF LIFE IN AREA STORES RETAILER SAYS; SALES, PROFITS ARE INCREASING**  
*Buffalo News (New York) June 15, 1997, Sunday, FINAL EDITION*

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Buffalo News (New York)

June 15, 1997, Sunday, FINAL EDITION

**SECTION:** BUSINESS, Pg. 15A-

**LENGTH:** 1326 words

**HEADLINE:** BON-TON SEES SIGNS OF LIFE IN AREA STORES RETAILER SAYS;  
SALES, PROFITS ARE INCREASING

**BYLINE:** SHARON LINSTEDT; News Business Reporter

**BODY:**

In the nearly three years since Bon-Ton Stores Inc. acquired Buffalo's Adam, Meldrum & Anderson Co. department store chain, the new owners have frequently described the performance of those stores as "disappointing."

But while the nine former AM&A's still lag between the sales curve of the York, Pa.-based retailer's other 55 stores, Bon-Ton executives say they are finally seeing signs of life.

"We are starting to see some movement," said Michael L. Gleim, Bon-Ton's vice chairman and chief operating officer. "It's coming a year or so later than we'd hoped, but it appears Buffalo is starting to understand who we are."

Gleim's upbeat comments come as the retailer prepares for its annual shareholders meeting Tuesday in York. He and the rest of the executive team will be delivering a generally rosy review of 1996 and an optimistic preview of what lies ahead in 1997.

"After what we went through in 1995, with the loss of \$ 9.2 million, we feel very good about making \$ 6.8 million in '96," Gleim said. "Even more encouraging is that the momentum has carried into '97, with our first quarter sales up 5.1 percent. We are in a turnaround."

The Bon-Ton executive declined to release specific sales data from its nine Western New York stores, but he predicted the properties will see comparable-store sales increases in the 3 to 5 percent range this year.

Local revenues make up about 10 percent of the chain's total sales.

Indicators of that favorable trend include a rise in local charge accounts, the popularity of the chain's Club X teen fashion program and similar growth in its petite apparel frequent buyers club.

Gleim is especially excited about Club X as it builds customer loyalty in the teen years that could transfer to the store's women's apparel lines and home goods as these young women mature.

Looking at individual store performance, Gleim ranked the chain's Eastern Hills Mall store as its top local property in terms of sales per square foot, followed closely by the Bon-Ton in the Northtown Plaza.

At the other end of the scale, the chain's Summit Park Mall store is its weakest local contributor.

The other area Bon-Tons were characterized as being "somewhere in the middle," with the Galleria Mall store singled out as the "greatest local challenge."

"It's a new, expensive structure that wasn't built to be a department store," Gleim said. "I'd like to get in there and spend some money to make it a better physical plant, but we can't rationalize doing that until sales are stronger."

The Bon-Ton chain that swaggered into Buffalo in mid-1994, gobbling up the venerable AM&A's chain, was a gutsy, cash rich operation in the midst of an acquisition smorgasbord. The family-founded business, which went public in 1991, had no experience with red ink and seemed the perfect example of an invincible regional chain.

But by the end of 1995, Bon-Ton was feeling both fiscal and managerial indigestion from having gulped down not only 10 AM&A's stores, but four vacant McCurdy stores in Rochester, six stores owned by C.E. Chappell & Sons Inc. of Syracuse and 19 units owned by Pennsylvania-based Hess's Department Stores Inc.

"In hindsight, it probably wasn't wise to do four deals in less than six months; it would have been preferable to space them out," Gleim said. "But the problem with acquisitions is that they come to the table when they come to the table. And we believe all four deals make sense in the long term."

Bon-Ton had little problem putting its mark on the Hess stores, as they were located in markets where the retailer already had a presence. And while Syracuse and Rochester shop

pers required some acclimation to the Bon-Ton style, they were much less reluctant than Buffalo-area consumers to step up to the cash register.

Former AM&A's customers have stayed away from the retail newcomer in droves, as indicated by Bon-Ton's local sales figures, and opinion polls that charted a free-fall in the stores' popularity.

A telephone survey conducted by Michigan-based MOR Research in late 1993 ranked AM&A's as the area's No. 1 department store chain, with 53.3 percent of those polled indicating they'd shopped at the local stores in the previous 30 days.

J.C. Penney Co. came in second in the shopping poll with 47.9 percent, Sears ranked third at 42.2 percent, and Kaufmann's was fourth at 39.1 percent.

An updated survey, in October 1995, found Penney had moved into the top spot with a 50.2 percent response, while Sears jumped into the No. 2 slot with 47.8 percent, Kaufmann's claimed third place with 42.5 percent and the former AM&A's stores, which had been converted to Bon-Tons, had tumbled to fourth with 41.2 percent of survey participants indicating they'd shopped at the chain.

Granted, both Penney and Sears had made major changes in their merchandising strategies to compete against the traditional department store, but it was still clear that Bon-Ton had lost a lot of loyal AM&A's shoppers and also was failing to attract the more upscale Kaufmann's crowd.

Consumers who did turn to Bon-Ton over the past 34 months have been greeted by an ever-changing assortment of merchandise, as the retailer has experimented with its mix of goods in an effort to bring local residents what they want.

One Buffalo shopper referred to Bon-Ton as "the mystery store."

"I've found a lot of labels and styles I like, but a lot of them disappear by the next time I shop," she said. "I still stop in and look, but I'm buying at Kaufmann's more often now because their assortment is less

mysterious."

Gleim acknowledged that, chain-wide, Bon-Ton has made a lot of changes in its merchandise mix over the past three years, now striving for a 50/50 blend of moderate and better goods.

In the Buffalo area, the tinkering has been more pronounced because the merchant first had to clear out a lot of AM&A's standards to make room for Bon-Ton fare. Then, just as that transition was made, Bon-Ton began its own quest for a stronger assortment.

"We are continuing a period of change, and while that might make for some temporary confusion, we're making the changes our customers are telling us they want," Gleim said.

Currently, the biggest local changes are occurring in Bon-Ton men's departments, where mini-boutiques of Ralph Lauren Polo, Tommy Hilfiger, Chaps, Calvin Klein, Claiborne and **Nautica** are sprouting up.

On the women's side, Ralph Lauren's Lauren and Tommy Hilfiger's Tommy debuted last fall and were history by spring due to poor sales. The European-inspired Olsen boutiques also made an exit in early 1997.

An upscale private label, Andrea Viccaro, has entered the market to help fill the "better" gap, and Bon-Ton's offerings of the Liz Claiborne Collections line have been expanded.

Gleim said fine-tuning of the upgraded merchandise mix will be done on an individual store basis to ensure shoppers find what they want.

"While the Bon-Ton is the Bon-Ton, we're not the same in every market and not the same in every store. A lot of emphasis is being placed on micro-management," he said.

Another step Bon-Ton is taking to boost local sales is an image advertising campaign that makes specific references to Buffalo. The chain also reportedly is considering hiring a local celebrity to act as its spokesman for the market, possibly a local sports hero, such as former Buffalo Bills quarterback Jim Kelly or Sabres star Pat LaFontaine.

Kenneth Lord, a Niagara University marketing professor, said the Bon-Ton may be on the right track in differentiating itself from the competition by using a local hook.

"There may be something to capitalizing on local loyalties," Lord said. "As a consumer, I'd be hard-pressed to give you any reasons why I'd pick Bon-Ton over Kaufmann's or Sears or J.C. Penney. They could probably use something like that to stand out from the pack and position themselves as a shopping destination."

**GRAPHIC:** HARRY SCULL JR./Buffalo News; William Serba of Buffalo checks out the upscale merchandise in the Polo-Ralph Lauren shop in the Bon-Ton's Walden Galleria store. Michael L. Gleim -vice Chairman and Chief operating officer- the Bon-Ton

**LOAD-DATE:** June 16, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) | [1](#)

Terms: [nautica](#) and [date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*Shades of summer come in orange The Gazette (Montreal, Quebec) June 17, 1997, Tuesday, FINAL EDITION*

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The Gazette (Montreal, Quebec)

June 17, 1997, Tuesday, FINAL EDITION

**SECTION:** LIVING: FASHION STYLE; MEN'S WEAR; Pg. C1 / BREAK

**LENGTH:** 643 words

**HEADLINE:** Shades of summer come in orange

**BYLINE:** GUY SADDY; VANCOUVER SUN

**BODY:**

In anticipation of summer, you've spent all your spare time under the sun lamps at your local tanning studio and are now a comely shade of orange.

So what will go with your new beta-carotene skin colour?

Actually, a lot of things will, since orange is a hot colour this year. So what else is happening this season? For your consideration, a few things that could help ease almost every guy through the warm months:

**Hue and Cry:** For suits, summer colours fall into the "standard-issue summer fare" category: oatmeals, light khakis, the perennial belge-based hot-climate hues. But such conservatism gets chucked out the proverbial window when it comes to shirts.

This season, the shirt usurps the tie as the colourful focal point in a man's summer wardrobe and comes in a wide variety of bright oranges, yellows and lime greens. They're loud, proud and likely to be with us next summer, too.

**Polo Players:** While it has always been a preppie mainstay, the Polo shirt is a much changed garment from the one Ren Lacoste (remember the embroidered alligator logos?) made popular so many years ago.

The new polo shirts are clingier (check out John Bartlett's offerings) and often more flamboyant (Versace) than the usual stuff seen on golf courses or in mid-life-crisis singles bars. Men with well-developed pecs will wear their polos stretched tight across their chests.

The rest of us will wear ours underneath a sports coat, or ignore the style completely.

**Shady Character:** While there are still enough wraparound shades out there to satisfy any Quentin Tarantino disciple, look for a more toned-down, subdued look. This season, the prevailing style is less "wraparound" than "stretched thin" - narrow in height, yet coming out past the temples. Some good bets? Try Fila's new sporty yet sophisticated shades, or Ray-Ban's funky new stuff.

**Foot Fetish:** Check out any men's magazine and you'll find a combination you haven't seen for a while: dress shoes, worn without socks. Yet that's the whole idea behind sandals anyway, isn't it?

Sandals are great with shorts and jeans, and you already knew that. But this season, if you can get away with it (read: what's your workplace dress code?), twin a pair of open-toed sandals with a cotton or linen suit. You'll be the epitome of relaxed, casual style and your feet will thank you, too.

(A word of caution: just because they're sandals doesn't mean they'll work with a suit. At all costs, avoid Tevas and Birkenstocks in combination with more elegant attire.)

**Big Khak Attack:** A great bridge between work and play, chinos (aka "khakis") are a safe summer bet, no matter what your age. They're timeless, versatile and can be dressed up or down easily and relatively inexpensively.

Wear them with a plain white T-shirt and a pair of Sperry Top Siders for a casual, knock-around-the-beachside-cafe-look. Twin those same khakis with a navy blazer, brown slip-ons, striped shirt and rep tie - instant country-club chic. Look for brands like Polo, **Nautica** by David Chu, Tommy Hilfiger and, for possibly the biggest bang for your buck, Eddie Bauer.

**Bars, No Stars:** Stripes, which have been threatening to make a comeback for a few years now, launch a small-scale assault on the senses this season. Look for a huge selection of vertically striped shirts, as well as the usual seersucker suspects from designers like Boss and Tommy Hilfiger. Big again this year are extremely wide bands of alternating colours (aka "colour blocking"), found primarily in athletic gear.

The oddest new trend this summer? That would have to be Exotica's William Burroughs T-shirts.

According to GQ, for a mere \$ 50 U.S. you, too, can have an autographed T-shirt featuring the wizened mug of the Beat-era novelist. And Wild Bill will personally shoot the sucker up with bullet holes for ya, too.

**LOAD-DATE:** June 18, 1997

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) 

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*Sassafras' new flavors; new divisional president Jeff Turpin to to reorganize brands; Brief Article WWD June 19, 1997*

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**June 19, 1997**

**SECTION:** No. 118, Vol. 173; Pg. 13; ISSN: 0149-5380

**IAC-ACC-NO:** 19523317

**LENGTH:** 605 words

**HEADLINE:** Sassafras' new flavors; new divisional president Jeff Turpin to to reorganize brands; Brief Article

**BYLINE:** D'Innocenzio, Anne

**BODY:**

After several years of flat sales at Sassafras, a division of Apparel Ventures, a new divisional president is aiming to turn the brands around by giving them separate images.

"There was no individual identity to the lines. It all pretty much looked like one," said Jeff Turpin, who joined the Gardena, Calif.-based swimwear company on March 15.

For three years, Turpin had been president of Authentic Fitness's designer division, which includes Anne Cole, Cole of California, Oscar de la Renta, Catalina, Sunset Beach and Rampage.

"We are taking the brands and reorganizing them," Turpin continued. "We are reinventing them."

In doing that, Sassafras -- composed of Sassafras, Too Hot, Sessa and Citrus, in addition to a licensed **Nautica** line -- is changing the age groups to which its brands are aimed. Until this year, all Sassafras brands except Too Hot reached for customers from the mid-teens to late 20s. Too Hot (formerly Too Hot Brazil) is targeting women from 18 to 35 instead of beginning with 16-year-olds.

Sassafras sales had leveled off at about \$ 35 million, but Turpin expects to increase that figure to \$ 45 million by the end of next year.

**Nautica's** fashion makeover is expected to be evident in the July 30 deliveries, while changes will be completed in the other four lines for the Sept. 30 deliveries.

Apparel Ventures, which posted \$ 75 million in sales last year, also markets La Blanca, a contemporary misses' line, Ocean Pacific and Studio, both of which target juniors, and Elizabeth Stewart, a misses line.

As part of its strategy to differentiate the Sassafras division lines from one another, Turpin has hired two directors of design and merchandising -- Kathy Tanaka, who is responsible for the junior swim area, which includes Citrus, Sassafras and Too Hot, and Aimee Schmitt, who oversees misses' swimwear, which

Includes Sessa and **Nautica**.

Previously, the lines had been designed by one person -- Natalie Walker, who left at the end of March to join Tahiti Apparel's licensed Jones swimwear division.

Tanaka had been the design and merchandise director at Roxy by Quiksilver, while Schmitt was responsible for design and merchandise at Authentic Fitness's Speedo's competitive swimwear division.

Sassafras also named Randy Troup director of sales for all five brands.

Troup has been with Sassafras for two years and was responsible for sales on the West Coast.

He succeeded Cheryl Strahan, who left in March.

Turpin believes **Nautica** will drive future sales for the division. The line hit stores in January and wholesales for an average price of \$ 34.

Because Turpin believes the **Nautica** line was too "athletic," changes have been made. Starting with July 30 deliveries, the line will be divided into two areas -- **Nautica** Competition, which would compete with Nike and Speedo, and a traditional line, to go up against Anne Cole and Calvin Klein.

Too Hot, said Turpin, has had "a very limited appeal and was South American-Inspired, with all of its skimpy thongs."

It will now focus on the contemporary market, offering some sexy looks as well as HotPants.

The line's average wholesale price is \$ 29.

Sessa, which primarily marketed crushed satin print suits, is broadening to include contemporary, athletic and misses' styles, such as floral prints and textured cotton Lycra spandex.

Sassafras will focus on juniors, offering sizes 5 to 13. It had been in small, medium and large.

Citrus will now chase a customer starting at 13, with board shorts and double-knit crepes and cotton twills. It will offer sizes extra small to large, Turpin said.

**IAC-CREATE-DATE:** June 26, 1997

**LOAD-DATE:** June 27, 1997

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*Changed little, watches still make a ticking statement The Vancouver Sun (British Columbia) June 30, 1997, Monday, FINAL EDITION*

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The Vancouver Sun (British Columbia)

June 30, 1997, Monday, FINAL EDITION

**SECTION:** LIFE; Pg. B7

**LENGTH:** 693 words

**HEADLINE:** Changed little, watches still make a ticking statement

**BYLINE:** JOANNE GOOD; SOUTHAM NEWSPAPERS

**DATELINE:** CALGARY

**BODY:**

It's just a matter of time.

They survive, they thrive and, finally, they graduate.

A new watch would help the new grads to beat the clock in their daily jog to the job. But what is it that makes a watch tick this season?

The wristwatch in its basic form is perfection itself and, for that reason, has changed little from the prototype Cartier Santos watch of 1904.

The story goes that the dashing Brazilian aviator Alberto Santos-Dumont, inventor of a gas-filled racing airship, whined to his buddy, Louis Cartier, about the giant nuisance of routing through his vestpocket while trying to steer his balloon.

Cartier, of course, solved the problem -- elegantly -- with a mini-timekeeper secured to a leather strap that buckled around the wrist.

You can only imagine what a sporting idea it must have been to that era's equivalent of the jet set.

There were many attempts to simplify, standardize and mass-produce this useful accessory, but credit goes to U.S. Time president, Joakim Lehmkuhl, formerly a maker of fuses and torpedo gyroscopes, who launched an inexpensive and sturdy version in 1949 under the label, Timex.

Consumers were suspicious of a "cheap" watch so Timex hired newsman John Cameron Swayze to torture-test the gadget.

It proved indestructible and Timex made record sales in record time.

Since then, watches have been both an essential adornment and a status symbol.

In the '80s, showy yuppies claimed fashion-conscious thieves were pilfering their Guccis and Rolexes. It was a bad time for watches. But today, there is no pretension and more practicality.

The names to know are Gino Franco (Japanese time and Italian design), Swiss Army, Banana Republic, Roots, Club Monaco and Guess?

What grads like now is not one conspicuous piece but a wardrobe of watches, sometimes for funky effect. True to their time in history, this is to keep track of their own complicated lives and others.

One grad who loves watches layers two and three on her wrist at the same time. Ever a baby of baby boomers, she feels the need to keep track of her mom's time zone in Arizona and her dad's zone in Ontario.

As for her own, she has a seconds dial so she can monitor her post-jog heart rate and time the cappuccino steamer. And, yes, she does have one of those Timex gadgets that'll download the to-do lists from her home PC.

Such is the life of a grad in 1997.

-

### What's Hot?

Timex, still affordable and reliable, also produces designer labels such as Guess?, **Nautica**, Joe Boxer, Reebok and Timberland -- most for less than \$ 200. Many can be seen at the Bay.

Data-Link by Timex allows you to download to-do lists and phone numbers from your home PC into the watch and take it wherever you go.

Companies such as Swatch push the fashion envelope with colorful "transparent" and their new Silverlite retro series expected this summer. Best of all, Swatch continues to guarantee you can live in their watches (shock resistant), swim in them (water-resistant) and benefit from accurate time-keeping (because they continue to be Swiss-made).

-

### Scuba Style

You'd think everyone was exploring the deep seas these days with the number of divers' watches (see Guess? stores).

The message is the owner cares about technique, timing and the details of survival down to the 100th of a second. The chronograph styling, with three mini-dials, is available in many versions including a variation that tells you the day of the week, the date and counts off seconds.

-

### Silver Urban

In the '60s silver was crowned the anti-establishment metal. Far cheaper than gold, it could be crafted into both serious and less serious jewelry and adornments. This season, silver and chrome finishes are the rule. There also are some matte gold as well as two-tone settings in silver and gold-colored metals.

-

### The Mechanics

Almost all standard watches use quartz crystals to regulate them.

Quartz watches are the most reliable since the crystal vibrates at a consistent, known number of cycles per second.

A quick visit to a watch repair shop to replace a battery every year or so is all that's ever needed.

**GRAPHIC:** Photo: /Shannon Oatway, Calgary Herald / GRAD GIFT: These days one wristwatch is hardly enough.

Photo: Shannon Oatway, Calgary Herald / WRIST WARDROBE: This season the well-dressed arm is in silver and chrome.

**LOAD-DATE:** July 1, 1997

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Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*Levi's Battles to Stop Slide in Market Share The San Francisco Chronicle JUNE 25, 1997, WEDNESDAY, FINAL EDITION*

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The San Francisco Chronicle

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**JUNE 25, 1997, WEDNESDAY, FINAL EDITION**

**SECTION:** BUSINESS; Pg. B1

**LENGTH:** 741 words

**HEADLINE:** Levi's Battles to Stop Slide in Market Share

**BYLINE:** Carol Emert, Chronicle Staff Writer

**BODY:**

Levi Strauss & Co. is launching an ambitious plan to maintain market share in the increasingly cutthroat jeans market.

Leading the effort will be Tom Fanoie, a 28-year company veteran who yesterday was appointed president of the Levi's Brand USA division. He replaced George Porter, who retired.

The brand-building efforts will include:

- \* The summer launch of San Francisco-based Levi's most expensive advertising campaign ever, focusing on image- building rather than products.
- \* Introduction this fall of a line of premium jeans called Special Reserve, made with higher-quality denim.
- \* Expansion of the "personal pair" custom-tailoring jeans service, possibly to department stores.
- \* Expansion of the L2 line of baggy denim and corduroy jeans and overalls.

During the past six years, the U.S. jeans market has grown quickly, hitting a record \$ 10.6 billion in 1996 sales. While designer labels such as Tommy Hilfiger and **Nautica** have exploded, Levi's market share has dipped to about 20 percent from 22 percent since 1990.

Private label jeans, such as J.C. Penney's Arizona and Sears Roebuck & Co.'s Canyon River Blues, have made significant incursions on the jeans market, grabbing 18 percent of all sales in 1996 -- a share almost as big as Levi's, according to NPD Group, a consumer research firm in Port Washington, N.Y.

Private label jeans are particularly damaging to Levi's because Sears and Penney's are two of the biggest outlets for its goods.

Levi's is still struggling to reinvent itself for the latest crop of America's youth. "Our target consumer is 15 to 25 years old, so every few years we're dealing with a whole new set of consumers who may or may not (have the same taste) as their older brothers or sisters" said Fanoie, who is 51 years old.

The Levi's campaign, slated to break in late July or early August, is targeted at this group. "The ads will be built around what the Levi's brand stands for: originality, independence and Levi's as an American icon," Fanoë said. The spots will feature 18- to 22-year-old actors, "but hopefully (the ads) will be executed in such a way that both younger and older people will be drawn into them," he added.

Fanoë declined to disclose the cost of the campaign, other than to say it is Levi's biggest advertising effort ever. It will last at least a year, he said. In 1996, the company spent \$ 87.2 million promoting Levi's products on television, radio, magazines, newspapers and billboards, according to Competitive Media Reporting, a research firm in New York.

Foote, Cone & Belding of San Francisco, Levi's advertising agency of record, will produce the ads. FCB has produced several award-winning commercials for Levi's, including a spot in which a swimming pool cleaner hides his married lover's key in the fifth pocket of his 501 jeans.

The new Special Reserve jeans line, scheduled to hit store shelves this fall, will retail for about \$ 48, compared to \$ 44 for red tab jeans, Levi's current top line.

The Special Reserves will be made with "ring-spun" denim, a thicker, softer fabric that has not been widely used since the early 1970s, a Levi's spokesman said.

The jeans will be offered in a variety of styles and washes, similar to lines such as red tab and silver tab.

Levi's executives are contemplating how to expand the 2-year-old personal pair service into every major U.S. market, Fanoë said. With the service, customers' measurements are taken by staffers in Levi's stores, and jeans are custom-made for them at a domestic factory.

About a year ago, the company dropped plans to open 185 Original Levi's Stores around the country, opting instead to stick with 28 large concept shops in major markets. But that left the company with no obvious vehicle to expand the personal pair program.

Fanoë said a few new Levi's stores may be opened, or other retailers may be enlisted to offer the service.

"We believe in the notion of mass customization as being a potentially big part" of apparel sales, Fanoë said. New colors and styles of custom-made jeans will be offered this year, but the geographic expansion will come later, he added.

Fanoë joined Levi's in 1969, after receiving a MBA from the Haas School of Business at the University of California at Berkeley. He has run Levi's youth and Canadian operations. His most recent position was vice president of customer relations, managing relationships with retail customers.

**GRAPHIC:** PHOTO, Tom Fanoë

**LOAD-DATE:** June 25, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) [\(Edit Search\)](#) | [Suggest Terms for My Search](#)

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*The Miami Herald June 19, 1997 Thursday FINAL EDITION*

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**The Miami Herald**

Found on Miami.com

The Miami Herald

**June 19, 1997 Thursday FINAL EDITION**

**SECTION:** NEIGHBORS MB; Pg. 12

**LENGTH:** 399 words

**BYLINE:** Herald Staff

**BODY:**

STYL>revhang,3 NEWBUSINESSES

**WATCH STATION**

Miami-based Watch Station has opened its newest location at the Bal Harbour Mall Shops, 9700 Collins Ave.

Watch Station is a division of Sunglass Hut International and carries watches and timepieces ranging in price from \$50 to \$1,500, including recognized brands such as Swiss Army, Casio and **Nautica**.

**BROADCAST VIDEO**

Broadcast Video Inc., will add a new office at 605 Lincoln Rd. this fall.

The facility will encompass the fifth floor of the Sony Building and will provide services such as film editing, special effects, music scoring and remote video production.

**WOUND HEALING CENTER -- MOUNT SINAI MEDICAL CENTER Sivina**

Mount Sinai has opened a wound center in its complex at 4300 Alton Rd. The center will use hyperbaric oxygen therapy to treat chronic, non-healing wounds. The center uses comprehensive care based on the standards set by the Association of Advanced Wound Care and the National Pressure Ulcer Advisory Panel. The center uses three hyperbaric chambers. Hyperbaric chambers accelerate the body's ability to kill germs and ability to heal, said Manuel Sivina, medical director of the new center.

**MIAMI HAND CENTER**

The Miami Hand Center has opened an office at the Columbia Heart Institute, 4701 N. Meridian Ave., to serve Miami Beach.

The Hand Center specializes in the treatment and rehabilitation of the hand, wrist, elbow, and shoulder. The staff physicians will be Dr. Roger Khouri, Dr. Jorge Orbay and Dr. Alejandro Badia.

## INFORMATION WANTED

Have you opened a business in the area in the past six months and want to get the word around? Have you merged with another company or moved to a new location? Neighbors would like to help. Tell us these facts:

- \* Name of the business.
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- \* Phone number.
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- \* Number of employees.
- \* Type of service offered or products sold.
- \* Whether you are a new, merged or moved business.

We'll even run a picture of the place or your employees, but we can't return the photos.

Write to New Business, The Herald Neighbors, 407 Lincoln Rd., Suite 9-D, Miami Beach, Fla. 33139; or fax to 532-3009.

cutlines

WATCH STATION: Get what you need to tell time at the new location at Bal Harbour Mall Shops.

cutlines

MIAMI HAND CENTER: From left are Dr. Roger Khouli, Dr. Jorge Orbay and Dr. Alejandro Bada.

## NOTES: NEW BUSINESSES

**GRAPHIC:** photo: Roger Khouli and Jorge Orbay and Alejandro Bada, Manuel Sivina, Watch Station

**LOAD-DATE:** October 23, 2002

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) [\(Edit Search\)](#) [\(Suggest Terms for My Search\)](#)

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*The other side of pinstripes; men's fashions Esquire July, 1997*

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Esquire

July, 1997

**SECTION:** No. 1, Vol. 128; Pg. 76; ISSN: 0194-9535

**IAC-ACC-NO:** 19532397

**LENGTH:** 661 words

**HEADLINE:** The other side of pinstripes; men's fashions

**BYLINE:** Hochswender, Woody

**BODY:**

Pinstripes stand for rectitude and reliability, but they can also be cool. Today's designer versions are way hipper than the traditional banker's suit.

Legend has it that pinstripe suits originally simulated the lines in ledger books used by bankers in the City of Victorian London, where money men of all ranks hunched over their accounts by gaslight. The orderly linear pattern thus came to be associated with reliability, fastidiousness, and trustworthiness—all qualities one values in an accountant or broker. Eventually, kings, capos, and captains of industry adopted pinstripes as emblems of their power and authority, no matter how dubious.

These days, we think of pinstripes and chalk stripes simply as elements of fashion that have a nice slimming effect while also conveying a crisply professional air. Women increasingly wear them, taking full advantage of both these effects. Now pinstripes are being adopted (or co-opted) by the young and hip. Pinstripes in this new context are not necessarily worn as a complete ensemble—and seldom with a dress shirt and tie. The striped tailored pieces attain a new resonance outside the executive suite, perhaps as a means of deconstructing the classic banker's suit while enjoying some of its graphic elegance.

This may seem an odd misappropriation of fashion imagery, but from a historical perspective it probably is not. In the Victorian period, pinstripes almost certainly arose as part of a movement toward more casual clothing. They came into vogue in the 1880s and '90s, when men were making the transition from the formal black frock coat, worn with multistriped trousers, to the more countrified "lounge suit," a considerably less restrictive outfit, composed of a jacket and matching trousers, from which the modern suit is descended.

"At the time, there was a clear divide between town clothes and country clothes," says Robert Gieve, the fifth-generation scion of the Savile Row tailoring house Gieves & Hawkes. "Town was dark, somber, funereal. People were desperate to introduce color and pattern." So onto the plain-weave cloth were introduced first pinstripes, which added a hairline pattern to worsted wools, then chalk stripes, which imparted a broader stripe to the nappler flannel wools. "They gave you the chance of wearing a conventional suit with discreet decoration that could be worn in town," Gieve adds. (Gieve also floats the theory that pinstripes might have arisen when the white basting stitches used in the construction phase of

the custom-suit-making process were incorporated into the overall design.)

While it could be argued that nothing looks better than a pinstripe suit worn with a solid shirt, dotted tie, and reverse-calf shoes, contemporary designers from Richard Tyler to Giorgio Armani have seemed determined to break up the ensemble, making a point of showing pinstripe trousers a la carte, so to speak, without the pinstripe jacket. This is the statement young people have been making on the street--borrowing the chic of striped tailored wool but negating its power connotations.


Designer fashion has also changed the color and format of stripes. There are traditionally four basic striped-suit styles: pinstripe, chalk stripe, beaded stripe, and multistripe. They are nearly always in neutral, complementary colors, like gray or cream. But this fall, men will be able to find Paul Smith's otherwise classic three-button gray suit with alternating stripes of kelly green and bright blue, or **Nautica's** gray-flannel suit with chalk stripes of varying gauges. Tommy Hilfiger's fall-fashion presentation included an entire tableau of pinstripe suits, from bold, Guys and Dolls-ish numbers to a dressy horizontal pinstripe.

The message in all these collections is that pinstripes have another side--a strictly fashion dimension that endures and transcends social and economic pursuits. Pinstripes stand for probity, but they can also be cool.

**GRAPHIC:** Illustration; Photograph

**IAC-CREATE-DATE:** June 27, 1997

**LOAD-DATE:** September 09, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*THE LATEST WATCH WORDS: POSH TO FUNKY; A WATCH IS MORE THAN TWO HANDS AND 12 NUMBERS. HERE'S SOME SAVVY ADVICE ON CHOOSING A STYLE TO MATCH YOUR MOOD. WATCHES Orlando Sentinel (Florida) July 3, 1997 Thursday, METRO*

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July 3, 1997 Thursday, METRO

**SECTION:** LIVING; Pg. E1

**LENGTH:** 1309 words

**HEADLINE:** THE LATEST WATCH WORDS: POSH TO FUNKY;  
A WATCH IS MORE THAN TWO HANDS AND 12 NUMBERS. HERE'S SOME SAVVY ADVICE ON CHOOSING A  
STYLE TO MATCH YOUR MOOD. WATCHES

**BYLINE:** By Jean Patteson

**BODY:**

Sandy Strobel is never late. And no wonder: She has at least a dozen watches to keep her on time.

"I get a thrill out of collecting and wearing them. I also need them, because I'm always on a tight schedule," said Strobel, 43, who is director of the St. James Montessori School in Orlando, and who sits on a number of church and civic committees.

"Which one I wear depends on my mood and my outfit," she said.

Shawn Hunt, on the other hand, is never on time - even though he owns almost 40 watches.

"I have them just for the fun of wearing them. I guess you could say they're more ornamental than functional," said Hunt, 27, a hairstylist at the Gary Lambert Salon in Winter Park.

There was a time when a watch was a rare luxury, an heirloom passed down from father to son, a token of esteem presented to an employee after a lifetime of loyal service.

But that started to change about 50 years ago, first with the introduction of inexpensive battery-powered watches in the 1950s, then with the invention of even cheaper quartz-based electronic watches in the early 1970s. Suddenly, just about everyone could afford a watch - or two, or more.

Today more than 60 million watches are sold annually in the United States. They range in price from less than \$10 to more than \$50,000 and in style from elegant to sporty, funky or humorous.

Deciding which one to buy can be a time-consuming task. Here are just some of the questions to consider before strapping on a new watch:

How much do you want to spend?

What style of watch do you need? Big, bold and loaded with gadgets for sporting activities? Plain and

understated for business? Elegant for evening events? Or a classic style that you can wear everywhere?

Does the watch need to be water-resistant?

Do you want a basic timepiece, a multipurpose gadget packed with knobs and whistles, or a collector's item that will appreciate in value over the years?

Watches are no longer made just by the traditional watchmaking companies - Seiko, Rolex, Bulova, Cartier, Citizen, Timex, etc. Now they also are offered by the designers of trendy fashion (Gucci, Fendi, Tommy Hilfiger, **Nautica**), surf gear (Mossimo, Rip Curl), and even footwear (Kenneth Cole, Timberland). And you can buy them in jewelry stores, boutiques, department and discount stores and through mail-order catalogs.

The look has changed dramatically too. Gone are the days when all watches had a round case of silver or gold, a white face with black markings and a strap of metal or leather. The latest styles come in every imaginable shape, color and material.

Chantea Keown, 15, of Winter Park, has a mood watch that swings through eight shades, depending on her body temperature. Her sister, Cavilyn, 13, has a honey-colored watch in the shape of a Winnie-the-Pooh face.

Orlandoans Eric Soriano, 21, and Kristoffer Rodriguez, 19, sport watches with faces of deep indigo and rich red. Anita Lyman, 57, also of Orlando, has a watch with a black ceramic face and gold hands. And Emily Landmark, a 42-year-old movie buff from Sanford, alternates between watches featuring characters from 101 Dalmatians, Hercules and Batman.

Of the dozens of watches in Shawn Hunt's collection, one of his favorites has a Pee-wee Herman face and a strap made of the same shiny fabric as the entertainer's suits. And Sandy Strobel delights her young students when she wears her Noah's Ark watch with assorted animals marching around the strap.

In addition to telling time, the latest timepieces can double as stopwatches, beep at the approach of key dates, show time in different zones, indicate the fluctuations of high and low tides, and entertain with electronic games.

One of the most unusual new watches is the Countdown by Branco, which - in addition to telling regular analog time - counts down the hours, minutes and seconds digitally to the year 2000. It costs \$79.95, and can be ordered by calling Branco at 1-800-528-7445.

"The look of the watch - that's the first thing customers go for. After the look, they want to know the price, the functions," said Elizabeth Zamora, assistant manager of the fine jewelry department at Saks Fifth Avenue, Orlando.

"A few customers go for the name first. They know they want a Cartier - but which Cartier? They'll decide based on the look," Zamora said.

"A watch is very personal," said Doug Bradstreet, manager of Mayor's Jewelers at Orlando Fashion Square. "A customer may be drawn to a particular name. A Rolex, say, for the status, the resale value, the fact that it's virtually indestructible. But the final choice comes down to the way it looks."

At Mayor's, the current luxury favorite with men is the Rolex Submariner, a large, sporty model with a midnight-blue face. It ranges in price from \$3,350 for the stainless steel model, to more than \$20,000 in solid gold.

"Men like a tough watch. They also like the gadgets - the lights and beeps and buzzers. And then there's the status thing. A watch is the sum total of a man's jewelry; it's his sign of success," Bradstreet said.

"The watch the women want is the (Rolex) Presidential," he added, indicating an elegant, solid-gold timepiece encrusted with diamonds and costing \$17,950. "That watch says, 'I've arrived.' "

Still, appearances aren't everything. When buying a watch, you should also consider special features such as water-resistance, timing functions, how easy it is to read the dials, the quality of the band and whether it can be replaced, and how much is covered under warranty.

"And with a luxury watch, always buy from an authorized dealer and have the watch serviced by an authorized dealer - or you may not get the genuine article," Bradstreet added. (To check whether a dealer is authorized, call the manufacturer's toll-free number, available from the dealer or through directory information.)

Watches can be divided into two broad categories, luxury and fashion, depending on workmanship and price.

Luxury watches start at about \$3,000. A few may sell for around \$1,000 - and many cost considerably more, depending on the complexity of the mechanism and the number of jewels decorating the bezel (rim). Fashion watches generally sell for \$35 to \$500.

If you're buying a new watch, it's worth becoming familiar with a few technicalities - such as the difference between analog and digital display, and between mechanical and electronic movement.

Traditionally, watches have displayed time by means of hands pointing to numerals or markers on a dial. That is analog display. But since the 1970s, lighted numerals also have been used to display time. This is digital display.

A mechanical watch has a movement that features a mainspring, which powers the watch, and a balance wheel, which regulates the watch's speed. These parts set in motion a series of levers, wheels and gears that turn the hands on the watch face.

A dwindling number of highly skilled watchmakers, most of them Swiss, make and assemble the many intricate parts by hand - which accounts for the high price of most mechanical watches.

An electronic watch contains a battery that makes a tiny quartz crystal vibrate. The vibrations are translated into electrical impulses by an integrated circuit on a tiny silicon chip.

In electronic analog watches, the impulses activate a tiny motor that moves the watch hands at the correct speeds. In a digital watch, the impulses translate into a liquid crystal display (LCD), which shows the time in the form of digits on the watch face.

Because most electronic watches have machine-made parts and much of the assembly is automated, they are moderately priced.

But enough with the technicalities, already.

"I don't really wonder about how it works," said Rachee Banks, 21, of Titusville.

"So long as it keeps time, and so long as I like the way it looks, that's all that matters."

**GRAPHIC:** PHOTO 3: (A smiley face, red, and green watch).

PHOTO 2: Time span. Eye-catching watches range from offbeat to chic to match your mood and budget: Joe Boxer (clockwise from top), \$45, from Gayfers; Swatch, \$50, Burdines; Gucci, \$375, Saks Fifth Avenue; Fossil, \$65, Gayfers; and Cartier watches from Saks, hers \$5,250, his \$6,750, ROBERTO GONZALEZ/THE ORLANDO SENTINEL.

PHOTO: Honey of a watch. Winnie the Pooh has been the single best

seller for Timex. TIMEX.

PHOTO: 2 tones. This is a woman's silver/gold watch by Guess, \$70, from Gayfers. ROBERTO GONZALEZ/THE ORLANDO SENTINEL.

PHOTO: Favorites. Midnight-blue Rolex Submariner, \$5,800; Presidential, \$17,950; Mayor's, Orlando Fashion Square. ROBERTO GONZALEZ/THE ORLANDO SENTINEL.

#### BOX: WATCH TRENDS

Two-tone cases and bands in silver and gold.

Stainless steel cases and bands with bright colored dials.

Dark dials, especially black, indigo and hunter green.

White gold and platinum cases, rather than gaudier yellow gold.

Diamonds as decorator gems on the bezel (rim) of the watch.

Sport watches dressed up with leather straps.

Square watch faces.

'Conversation watches' featuring sports, hobbies, movies, cartoon characters, etc.

#### BOX: WATCH FACTS

In the beginning . . . German locksmith Peter Henlein is credited with making the first watch. In the early 1500s, he invented a mainspring to power clocks, which until then were driven by falling weights and had to remain upright and stationary. Mainsprings enabled watchmakers to produce portable clocks.

What a drag. Early watches were heavy and inaccurate, possessed just an hour hand, and were suspended by a cord or chain and worn around the neck or on a belt.

Up to speed. Minute hands were introduced in the late 1600s; second hands in the 1900s.

In the bag. During the late 1600s, watches became small enough to fit in the pocket of a jacket - hence the name "pocket watch."

Armed and convenient. Women's wristwatches were introduced in the late 1800s, but men's wristwatches did not become common until the time of World War I, when soldiers and pilots realized that wristwatches were more convenient than pocket watches.

Timely updates. Electric analog watches, powered by a tiny battery, were introduced in the 1950s. Quartz-based digital watches became all the rage in the 1970s.

How much? Watches range in price from plain models costing less than \$10, to jeweled timepieces costing more than \$50,000.

How many? More than 60 million watches are sold annually in the United States.

Deluxe data. Many watch enthusiasts rate Patek Philippe watches the best in the world. The best-known of the luxury watches is Rolex - in part because it is one of the most counterfeited brands, a fact that has boosted its name recognition. A Rolex has the highest resale value.

Often confused. A chronometer is a highly accurate clock used for measuring precise time. It must pass a rigorous, 15-day series of tests designed by Swiss watchmakers. A chronograph is a watch used to measure and record brief, precisely spaced intervals of time. For example, a stopwatch.

JEAN PATTESON

#### BOX: BUYING TIPS

Price. Most fashion watches cost from about \$35 to about \$500.

Some luxury watches can be had for as little as \$1,000, but the best start at about \$5,000. Those in solid gold or platinum and decorated with precious stones cost considerably more.



**Style.** Most luxury watches feature an understated, classic look that adapts to every dress style and occasion. Many fashion watches imitate this look, which makes them a versatile and affordable choice. Chunky sport watches with multiple dials and gadgets go best with athletic and casual gear. For business, a simple, conservative watch in gold or silver with a band of metal or leather works well. Elegance is the key look in a dress watch; women's models usually are small and often are decorated with gemstones. Colorful, amusing or supertrendy fashion watches are great for casual and fun occasions, although some adapt well to business and formal dress.

**Function.** Some watches simply tell the time of day. Others show the day of the week, the date, sound alarms at desired times, or double as stopwatches or calculators.

**Display.** An analog display shows time by means of hands pointing to numerals or markers. In digital watches, lighted numerals display the time.

**Warranty.** Most warranties cover the mechanism for at least two years. Few cover the crystal (dial cover), the band or precious-metal plating.

**Water-resistance.** Most watches are water-resistant to 100 meters (330 feet), which means they can be worn in the shower or the pool.

Divers' watches may be water-resistant to a greater depth. Many dress watches are not water-resistant and should be kept dry.

**Quality.** Many inexpensive watches are remarkably tough and keep accurate time for years, making them some of the best bargains around. With fashion watches, check how securely the band is attached and whether it can be replaced. Be aware that gold plating often wears off after a year or two and usually cannot be replated under warranty. Also, remember that inexpensive dial covers get scratched over time. Watches made of precious metals can be polished to remove scratches, and usually have crystals (dial covers) of synthetic sapphire, which is so hard that only a diamond can scratch it.

**Luminosity.** Watches with luminous hands or dials can be read easily in the dark or under water.

**Band.** The choice of metal or leather depends on personal preference. In Florida, a leather band made of sharkskin, alligator or crocodile adapts best to hot, humid conditions.

JEAN PATTESON

**BOX:** Timely trivia: What do Pooh Bear and Ironman have in common?

Timex is the top-selling watch in the United States, with 30 percent of the market share. Of all the Timex models, the single best seller features Winnie the Pooh and five honeybees, which rotate around the dial.

Timex's Ironman Triathlon series is the top-selling watch line in the world. The Ironman, which debuted in 1986, is the creation of John Houlihan, who designed the boat-tail Buick Riviera and Chevy Vega station wagon during an earlier career at General Motors.

The watch was named for Hawaii's Ironman Triathlon, which Houlihan says signifies "the ultimate in endurance."

President Clinton has been spotted wearing an Ironman with everything from jogging shorts to business suit to tuxedo - much to the disapproval of Washington Post columnist Gene Weingarten, who calls it a "wrist gargoyle" that is "thick as a brick and handsome as a hernia."

But Clinton still wears the watch, which the White House says is

fitting for a president who is "a man of the people."  
JEAN PATTESON

**COLUMN:** STYLE

**LOAD-DATE:** July 3, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

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*Raid nets bogus designer clothes St. Petersburg Times (Florida) July 4, 1997, Friday, 3 Early Tampa Edition*

Copyright 1997 Times Publishing Company  
St. Petersburg Times (Florida)

July 4, 1997, Friday, 3 Early Tampa Edition

**SECTION:** TAMPA & STATE; Pg. 4B

**DISTRIBUTION:** TAMPA & STATE; CITY & STATE

**LENGTH:** 162 words

**HEADLINE:** Raid nets bogus designer clothes

**DATELINE:** ST. PETERSBURG

**BODY:**

The owners of five retail stores were arrested by sheriff's investigators this week and charged with selling counterfeit apparel and jewelry.

Detectives, acting on an anonymous tip, spent two months investigating trademark infringements at the stores in downtown St. Petersburg and Clearwater.

Investigators found the stores were selling more than \$ 30,000 worth of fake merchandise - Nike, Tommy Hilfiger, Fila, Polo, Guess?, Calvin Klein, **Nautica**, Disney and Rolex.

Detectives raided two Today's Man shops - one at 3247 Central Ave in St. Petersburg and one at 1813 Highland Ave in Clearwater. Arrested at the Clearwater store were owner Anas Khillil, 22, and manager Hani Basyouni, 36.

Investigators also arrested Kyong Lambert, 47, at Sassy's in St. Petersburg and Gin Oh, 44, at Sonny's Beauty Supply. Both stores are on Central Avenue.

Kunja Fatterlee, 51, also was arrested at MKS Fashions at 1841 N Highland Ave. in Clearwater.

**GRAPHIC:** BLACK AND WHITE PHOTO, ERIN PAINTER; some of the counterfeit merchandise police seized from several shops in St. Petersburg and Clearwater (ran CITY & STATE)

**LOAD-DATE:** July 4, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*IN CLINTON, DESIGNER WEAR FOR A BARGAIN Hartford Courant (Connecticut) July 4, 1997 Friday, STATEWIDE*

Copyright 1997 The Hartford Courant Company  
Hartford Courant (Connecticut)

July 4, 1997 Friday, STATEWIDE

**SECTION:** CONNECTICUT LIVING; Pg. E5

**LENGTH:** 351 words

**HEADLINE:** IN CLINTON, DESIGNER WEAR FOR A BARGAIN

**BYLINE:** KORKY VANN; Special to The Courant

**BODY:**

Anyone familiar with the New York City shopping scene knows that for a bargain hunter, a Seventh Avenue showroom sample sale is like hitting the lottery -- if you can get in. The events, which feature fabulous one-of-a-kind designer creations for a fraction of their original cost, are closely guarded secrets, usually open only to select insiders.

If you don't have a friend in the garment business or can't make it into the Big Apple, try Clinton Crossing Premium Outlets' Warehouse & Designer Sample Sale running this weekend.

Many of the shopping center's designer apparel outlet stores, including Donna Karan, Tommy Hilfiger, Kenneth Cole and Emmanuel Ungaro, are featuring sample merchandise at deep discounts. Other stores are using the holiday weekend to offer warehouse specials and clear out past-season merchandise.

Donna Karan fans should try the DK Company store, where a sample rack features items from \$20 to \$40 and accessories for \$10.

Other bargains: 40 percent off all women's swimwear and all pink-highlighted merchandise at Saks Off-Fifth Avenue; Aigner shoes from \$29.99 to \$39.99; and the 50 percent-off rack at Jones New York.

**Nautica** shoppers can pick up a discount coupon for an additional 20 percent off any sale item.

Bargains at the outlet stores across the covered bridge include Nike sneaker samples at \$19.99, and the truckload sale at WestPoint Stevens. Check for 49-cent washcloths, \$1.40 hand towels, \$2.99 bath towels, and the hard-to-find twin extra-long sheet sets for \$14.99.

From Hartford take I-91 south to Route 9. Drive south to Exit 9, turn right onto Route 81 south and go 13 miles. (Stop by Mom's Country Muffins in Killingworth for huge, delicious 99-cent homemade muffins.)

The Warehouse and Designer Sample Sale runs today from 10 a.m. to 6 p.m.; Saturday and Sunday from 10 a.m. to 9 p.m. Information: (860) 664-0700.

Have information on great bargain finds, special sales or local outlets? Send suggestions to Korky Vann, The Hartford Courant, 285 Broad St., Hartford, CT 06115 at least four weeks in advance. No phone calls, please.

**COLUMN:** The Savvy Shopper

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*Summer Nights The New York Times July 6, 1997, Sunday, Late Edition - Final*

Copyright 1997 The New York Times Company  
The New York Times

**July 6, 1997, Sunday, Late Edition - Final**

**SECTION:** Section 6; Page 42; Column 1; Magazine Desk

**LENGTH:** 11 words

**HEADLINE:** Summer Nights

**BODY:**

Crisp linen for lying in bed and listening to the crickets.

**GRAPHIC:** Photos: Marguerite pillowcase by Designers Guild, \$20. Available in September from the Saks Fifth Avenue Folio catalogue. Sarapillowcase by **Nautica**, \$30 a pair. At Macy's East. Above, from bottom: Moss Stitchthrow, \$250. At Calvin Klein Home, 654 Madison Avenue. Cotton blanket by Garnet Hill, \$80. For information, call (800) 622-6216. Posy Borderdouble sheet set by Garnet Hill, \$100. Linen full-queen flat sheet, \$375. At Calvin Klein Home. Sara full sheet by **Nautica**, \$27. Margueritefull flat sheet by Designers Guild, \$38. White-on-white plaid full flat sheet, \$90. At Calvin Klein Home. Winthrop breakfast sham by Designers Guild, \$60. Stylist: Lisa Naftolin. Market Editor: Kimberly Stevens. (Photographs by Kenji Toma)

**LOAD-DATE:** July 6, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*Levi's fights to stop slide in market share The Denver Post July 7, 1997 Monday*

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The Denver Post

July 7, 1997 Monday 2D EDITION

**SECTION:** BUSINESS; Pg. E-02

**LENGTH:** 214 words

**HEADLINE:** Levi's fights to stop slide in market share

**BYLINE:** By Carol Emert, San Francisco Chronicle

**BODY:**

Levi Strauss & Co. is launching an ambitious plan to maintain market share in the increasingly cutthroat jeans market.

Leading the effort will be Tom Fano, a 28-year company veteran appointed president of the Levi's Brand USA division in June.

The brand-building efforts will include:

The summer launch of San Francisco-based Levi's most expensive advertising campaign ever, focusing on image-building rather than products.

Introduction this fall of a line of premium jeans called Special Reserve, made with higher-quality denim.

Expansion of the "personal pair" custom-tailoring jeans service, possibly to department stores.

Expansion of the L2 line of baggy denim and corduroy jeans and overalls.

During the past six years, the U.S. jeans market has grown quickly, hitting a record \$ 10.6 billion in 1996 sales. While designer labels such as Tommy Hilfiger and **Nautica** have exploded, Levi's market share has dipped to about 20 percent from 22 percent since 1990.

Private label jeans, such as J.C. Penney's Arizona and Sears Roebuck & Co.'s Canyon River Blues, have made significant incursions on the jeans market, grabbing 18 percent of all sales in 1996 - a share almost as big as Levi's, according to NPD Group, a consumer research firm in Port Washington, N.Y.

**LOAD-DATE:** July 08, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]

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Date/Time: Tuesday, June 20, 2006 - 9:57 AM EDT

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[1\]](#)

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*Suiting Nautica's year-round lifestyle; spring cottons to be followed by dressy business worsteds for fall '98; Nautica Tailored Clothing division Daily News Record July 9, 1997*

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July 9, 1997

**SECTION:** No. 82, Vol. 27; Pg. 6; ISSN: 1041-1119

**IAC-ACC-NO:** 19579400

**LENGTH:** 944 words

**HEADLINE:** Suiting **Nautica's** year-round lifestyle; spring cottons to be followed by dressy business worsteds for fall '98; **Nautica** Tailored Clothing division

**BYLINE:** Gellers, Stan

**BODY:**

"Buy the line pretty, just don't buy the basics," Mike Sandler, president of the **Nautica** Tailored Clothing division of Lanier Clothes, pleads with would-be department store customers. And the suits and sport coats he's showing are indeed a far cry from the pallid, preppy traditional line that was first launched about three years ago.

Under license to Lanier since January '96, the clothing collection visibly reflects the **Nautica** sporty lifestyle. For example, the first line of suits and sport coats by Lanier, currently in stores, heavily favors cotton twill and seersucker.

There's no mistaking designer David Chu's hand in this clothing collection. Chu is also CEO of **Nautica** International. Typical is his use of snappy, nautical blues, biting greens and high-visibility yellows and reds in some of the patterns -- plus the comfortable lines of the suit silhouette.

Says Chu, "The **Nautica** concept is not about season. When I started the clothing, the concept was never just a spring/summer collection, but an expression of the attitude and lifestyle of this customer and his year-round needs."

With this, he turns to fall '98 planning and says, "We're continuing to develop clothing fabrics for daytime business as well as weekends. This includes stretch wools, shetlands, even luxury blends with cashmere, that are all appropriate for fall."

As for the designer's surprisingly classic clothing tastes, Sandler says, "David loves cotton suits for summer and flannels for winter -- and, of course, navy blazers."

That sums up the spirit of **Nautica** clothing and that's what the executive and his merchandiser, Ralph Shockey, put together in the line -- with a few exceptions. First, because major department stores are the target customers, the team bent a little and developed a model and a fabric assortment to make the line a year-round proposition with super 100s and silk/wools. Second, while the line could be classified as

updated traditional, coats have a capped shoulder with more of a universal fit.

The coats are all non-vented and have an easy fit, which is the way Chu designed it. Sandler adds, "David likes flapped pockets and a 3 1/2-inch lapel. The pants, by the way, are all pleated."

Playing to a department store customer, the big model has been a three-button single-breasted, accounting for 60 percent of the suit business and 75 percent of the sport coats. The balance is done in a high two-button.

He continues, "We work very closely with David and his staff for color and model direction. And we strive for consistency. For example, we've developed patterns for next fall that are very similar to spring, but in mid-tones."

In addition to Chu's recommendations for fall, Sandler says the upcoming fall suit line will include moleskin cotton and high-twist worsted suits, a wool ottoman blazer and sport coats ranging from cotton corduroy to wool loden cloth.

The result will hardly be a bland or watered-down department store clothing line. After all, with 1,106 **Nautica** in-store sportswear collection shops setting the pace, the suits and sport coats, which are sold in the clothing department, have to come across as a lively relative.

Sandler reports, "From the day we opened, we had a tremendous interest from suit buyers. They needed something new and fresh." Certainly, having the many **Nautica** shops in place didn't hurt.

The line is currently carried by such stores as Lord & Taylor, Dayton Hudson, Macy's East and West and Filene's, among others. The executive says Lanier's first **Nautica** line was shipped for spring '97, and at this point he's confident the division will exceed \$ 12 million at wholesale for the first year -- not bad for a new clothing company. **Nautica** Enterprises' volume approached \$ 400 million in its last fiscal year.

Discussing **Nautica's** new clothing niche in department stores, Sandler comments, "What sells for us at retail are attractive, colorful patterns and not deadbeat traditional clothing." He admits that when Lanier first licensed the **Nautica** label, it came with its own baggage left over from when Plaid Clothing held the license. "The typical retail price for a suit was over \$ 500. We immediately decided to bring in all the suits to retail at \$ 395, and all the sport coats, at \$ 275.

"We took this one-price approach because we felt it would be easier for the consumer to understand single prices for the **Nautica** suit or sport coat collection, rather than a number of prices."

Discussing the almost automatic sell of the clothing at stores with **Nautica** shops, Sandler says, "The key word for us is the integrity of the brand. "It was established in the sportswear and our mission has been to maintain it. We go for the best quality in the make and in the fabrics -- exactly the sort of things you'd find in a **Nautica** parka or sport shirt."

Lanier's ace in the hole is expected to be **Nautica** dress slacks, which has become a featured part of the total presentation. Here again, it's a year-round story going from seasonal cottons and tropicals to corduroy, flannel and worsteds. Prices are under \$ 100.

For now, Sandler is pleased as punch with the consumer response to the line. "We're selling **Nautica** suits to men from 21 to 45. They're young, aggressive and love to look at themselves in the mirror. Why not? They look great."

Chu, meanwhile, has some additional ideas up his sleeve. When asked whether some of his rugged, heavier-weight outerwear fabrics could be translated to tailored clothing, he dismisses the thought but adds, "They will come in rainwear and that line will be launched next January for fall '98."

Stay tuned.



**GRAPHIC:** Photograph; Illustration

**IAC-CREATE-DATE:** July 16, 1997

**LOAD-DATE:** July 17, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [1]

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*LAZARUS KICKS OFF TUTTLE SHOPPING ONSLAUGHT TODAY Columbus Dispatch (Ohio) July 11, 1997, Friday*

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**July 11, 1997, Friday**

**SECTION:** BUSINESS, Pg. 1D

**LENGTH:** 589 words

**HEADLINE:** LAZARUS KICKS OFF TUTTLE SHOPPING ONSLAUGHT TODAY

**BYLINE:** Debbie Gebolys, Dispatch Business Reporter

**BODY:**

The grandfather of Columbus retailing throws out the welcome mat this morning for the city's first suburban mall in 30 years.

At 8:45 a.m., Lazarus will open its doors to the public as it becomes the first of 128 stores to fully open at the Mall at Tuttle Crossing.

The other anchors, Sears and Marshall Field's, open next week, and the remaining stores, including JCPenney, will open July 24 at the \$ 300 million regional mall developed by Taubman Co. and The Limited Inc.

Lazarus, founded Downtown in 1851 and now part of Federated Department Stores, hasn't opened a full-line department store in the Columbus area in 27 years. That was at Kingsdale Shopping Center.

The company's eighth outlet in central Ohio is a 225,000-square-foot store that is "clearly our prototype of what all our stores are going to look like," said Russell Stravitz, chief executive of Federated's Rich's/Lazarus/Goldsmith's division.

The store opens to great expectations from Lazarus executives.

"This will be a major store," destined to give the mammoth Downtown store a major challenge for most sales in central Ohio, Stravitz said. "It might be the largest-volume store, but it won't be overnight."

The two-story store radiates from a central, domed skylight and features light marble floors and wooden accents. Store officials want to capitalize on Tuttle's suburban location to appeal to upscale shoppers looking for casual clothes.

"We think it's a casual market, not focused on career," Stravitz said. Despite a stock of more than 2,000 men's suits, apparel offerings "will look louder at Tuttle," including more color and trendier styles than at other Lazarus stores. But 90 percent of offerings will duplicate Lazarus merchandise available at Northland Mall, Kingsdale and Downtown.

Merchandise exclusives dominate the information offered by senior executives at the store this week. They

touted firsts in the store's expanded Clinique and Estee Lauder cosmetics offerings, free facials from Clarins cosmetics, its largest women's shoe department with more than 70,000 pairs, and the first Ralph Lauren petites department in the 76-store chain.

Lazarus is banking on a combination of popular U.S. designers and the growing strength of its private brands to build its Tuttle Crossing business. Ensnconced in the highest-income neighborhood of Columbus' five malls, the store is heavy with Tommy Hilfiger, Calvin Klein, Liz Claiborne, Guess, **Nautica** and other "status" brands.

Merchandisers took care, however, to load up on Charter Club, I.N.C., Club Room, Royal Gallery and other private-label names intended to replicate the quality of designer brands at prices 15 percent to 20 percent less.

Since their introduction four years ago, private-label merchandise has grown to nearly 15 percent of Lazarus sales. "Customers need to tell us if we can go further," Stravitz said.

Arnold Orlick, installed four weeks ago as president of Rich's/Lazarus/Goldsmith's, comes to the chain from sister company Bloomingdale's. He said he's intent on bringing Bloomingdale's level of customer service to Lazarus with a prototype sales-specialist program at Tuttle.

Twenty of 325 salespeople have received special product training to help customers choose between products. The goal is to have 30 percent of the salespeople receive the training.

Meanwhile, the store pays notice to shoppers who prefer self-serve. Cosmetics, for example, will be available from self-serve displays as well as from counter clerks.

**GRAPHIC:** Photo , Eric Albrecht / Dispatch, Arnold Orlick, left, president of the Rich's/Lazarus/Goldsmith's division of Federated, and Russell Stravitz, the chief executive of the division, stand in the new Lazarus store at the Mall at Tuttle Crossing

**LOAD-DATE:** July 17, 1997

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*NET GAINS The New York Times July 13, 1997, Sunday, Late Edition - Final*

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**July 13, 1997, Sunday, Late Edition - Final**

**SECTION:** Section 6; Page 46; Column 1; Magazine Desk

**LENGTH:** 20 words

**HEADLINE:** NET GAINS

**BODY:**

Today's tennis players have a choice: To borrow from the gentlemanly styles of the past or to jump into the future.

**GRAPHIC:** Photo: Left: Cotton vest, \$49.50, shirt, \$48, and trousers, \$98. All at Brothers. Sneakers, Ralph Lauren Footwear. Sunglasses, Oliver Peoples. Opposite, foreground: Cotton sweater, \$175. At Jay Kos. 986 Lexington Avenue. Polo shirt, \$42. by David Chu. At **Nautica**. 216 Columbus Avenue. Lord & Taylor. Shorts, \$82.50. At Paul Stuart, Madison Avenue and 45th Street. Background: Vest from Polo by Ralph Lauren. Shorts from Polo Sport. At Lord & Taylor. (pg. 46-47); Above: Mesh polo shirt, \$48, from Adidas. At Paragon Sporting Goods, 867 Broadway. Shorts, \$45, wristband and socks, all from Nike. At Niketown. 6 East 57th Street. Sneakers. DKNY. Racquet. Prince. Model: Jeff Lorch. (pg. 48); Right: Polo shirt, \$60, polyester shorts, \$32 socks and sneakers all from Nike. At Niketown. Paragon Sporting Goods. Watch. Breitling. Racquet, Wilson. Model: Kevin Loule, Fashion associate: David Farber. Grooming: Marvin Lynch for Celestine Agency. (pg. 49) (Photographs by Mark Hanauer)

**LOAD-DATE:** July 16, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

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*Teens' second-hand shop teaches business firsthand The Post and Courier (Charleston, SC) July 24, 1997, Thursday,*

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The Post and Courier (Charleston, SC)

July 24, 1997, Thursday, ZONED EDITION EDITIONS

**SECTION:** SUMMERVILLE, Pg. 1

**LENGTH:** 476 words

**HEADLINE:** Teens' second-hand shop teaches business firsthand

**BYLINE:** DORA ANN REAVES; Of The Post and Courier

**BODY:**

Most kids play with Monopoly money and beg their parents for the real stuff.

Four teens in Summerville are making their own money operating a consignment store for their peers.

Babosshga's at 104 E. Doty Ave. in the Crystal Ice House building is operated by Natalie Abel, 13, Joey Abel, 15, Mak Allen, 15, and Laura Evans, 13. Parents Tamara Abel, Alan Abel, Gail Evans and Frank Evans are their silent partners. The business name is taken from one of the teen's Internet handles, not the Russian women's scarf, the "babushka."

"We had a lot of designer clothes we never even wore," said Natalie, explaining how the store was stocked. "We cleaned out our closets," Joey added.

"The business needed to be opened," Mak said. "Pawn shops don't give you the value you want. Everybody had stuff they didn't want."

The store's stock ranges from girls' and guys' T-shirts, shorts and jeans to girls' party dresses. Designer labels include **Nautica**, the Limited, Express, Banana Republic, Polo and Eddie Bauer, to name a few. "We've got mostly (items from) the Gap," Laura said. "We try to keep just brand names."

To fill the summer hours, they've stocked used CDs, movie videos, video games, game systems and hand-held games. "We also are going to have baseball cards," Mak said.

Although parents may think teen tastes are fickle, the four disagree. "Styles don't change that much," Laura said. She added that Babosshga's styles are current and less expensive than the mall stores.

If a teen wants to empty his or her own closet, Babosshga's offers a 50/50 split on sales. Compared with other consignment stores, which take 60 percent, that's a deal, the teens said.

"We're trying to do what the other stores don't," Natalie said. Mak noted that if a teen has a particular item in mind, "we try to find it for him."

Consigners can bring in their unwanted items, and the store's owners sort and price them. Items that cannot be sold can be returned to the owner or donated to charity. Checks are sent to consigners at the end of each month.

In addition to cleaning out their closets and friends' closets, the teens described the business as a fun experience and a money-making opportunity. "You can get high-school credits for this kind of thing, too," Natalie said.

During the summer, the teens can work at the store when they don't have anything else on their schedules. During the school year, they plan to work after classes and hire an adult to work earlier in the day.

Just as playing Monopoly doesn't necessarily mean you plan a career in real estate and land development, opening a teen business doesn't mean you want to stay in retail.

Natalie said she would consider a retail career. But Mak wants to work in computer science and graphics. "I really don't know yet," Joey said of his plans. Laura wants to go into law.

**GRAPHIC:** PHOTO; One Color Staff Photo by Reaves of the Interior of Babosshga's

**LOAD-DATE:** July 25, 1997

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) [\[i\]](#)

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*BACK TO COOL;CHOOSING BOTH SLEEK AND LOOSELY CASUAL LOOKS, TEENS ARE FORSAKING GRUNGE THIS;SEASON IN PURSUIT OF WHAT'S HOT..ER,COOL. Sun-Sentinel (Fort Lauderdale, FL) July 27, 1997, Sunday,*

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Sun-Sentinel (Fort Lauderdale, FL)

**July 27, 1997, Sunday, FINAL EDITION**

**SECTION:** LIFESTYLE, Pg. 3E, FASHION

**LENGTH:** 512 words

**HEADLINE:** BACK TO COOL;  
CHOOSING BOTH SLEEK AND LOOSELY CASUAL LOOKS, TEENS ARE FORSAKING GRUNGE THIS;  
SEASON IN PURSUIT OF WHAT'S HOT..ER,COOL.

**BYLINE:** ROD STAFFORD HAGWOOD

**BODY:**

Here is a physical law you won't find in any textbook: The more you chase "coolness," the more likely you'll miss it by a mile.

Coolness is an elusive, slippery thing that hovers above back-to-schoolers - tantalizingly close, but gonesville nonetheless. It's best to ignore cool. Turn your back on it. Let it creep up on you, take over you, reform you.

Of course all of this takes time. Coolness - not bound by physical laws - is not a mercurial, quick thing, but rather a large, cumbersome, monolithic thing. Cool lumbers around dragging pop icon references, music-video stylings, socio-political moods and a disdain for anything that is yesterday.

That's why the so-called echo Boomers, the children of the Baby Boomers who are just coming into their teen-age years, hate dilapidated grunge and are starting to dress with a sharper silhouette.

"Usually, I'm always dressed up," says Jill Touhey, a Cooper City High School senior. "My friends all say I never look like scrub. I wear skirts and dresses all the time. I love XOXO; that's my favorite brand."

Even more relaxed dressers have definite ideas of what they want to wear this school year.

"I'm entering my senior year and I'm going to relax with sweat pants and T-shirts," says Christina Fennel, a senior at J.P. Taravella in Coral Springs. "I do like skirts though - mid-length, long, flowing or short A-line. And I like loose-fitting tops. I love Gap style. I also like Limited Express clothing."

Leslie Medallie, spokeswoman for TJ Maxx stores, says, "It's either body-conscious or oversized. It depends on what you're doing: hanging out or going out."

That closer silhouette comes from sports such as in-line skating and wave-boarding. The looser look is a hybrid of dress-down comfort and the '70s reprise from designer runways. But it all depends - and rests - on the denim.

"You have to have the perfect pair of jeans," says Marie Moss of Seventeen magazine. "You should take

eight pairs into the dressing room and try them all on."

Moss says that coolness with a quickness means dark denim this season with a flare (or boot-cut) leg. Even '70s staple overalls have a little flare at the leg.

"The jeans have a little stretch in them," Moss says. "That's what (updates) them; a little Lycra. That and a wider leg."

With denim, bigger is better. "I like wide-leg jeans and name-brand T-shirts like **Nautica** and Polo," says Nicole Ashley, a senior at Hallandale High School. "School is not a fashion show. Jeans and a T-shirt is fine with me."

That flare at the cuff can take on elephantine proportions \_ 32 to 34 inches in some versions. Straight-leg jeans have a cuff about 18 inches in circumference. Labels like Dickies, Lee and Levi's all have bell-bottom denim somewhere in the 22- to 24-inch range. Sutter's Jeans has a "Bigga" 29-inch-wide-leg jean with oversized pockets that reach mid-thigh (\$ 45 at B.C. Surf and Sport). There's also "Giant" 32-inch-leg jeans.

If you trip over your own hem, you've gone too far. You've passed cool.

**GRAPHIC:** PHOTOS 5, Dickies photo; (color) Classic painter's pants, 874 work pants and jeans, seen above by Dickies Workwear, ride the back-to-school trend. Seventeen Magazine photo; (color) With denim, bigger is better. Wide-legged jeans, like Sutter's Jeans (\$ 45 at B.C. Surf and Sport in Fort Lauderdale and Just Jeans in Miami), flare at the cuff. Eastpak photo; (color) A back-to-school backpack, such as the Eastpak (\$ 27.50 to \$ 39.50) at right, should be functional and user-friendly, with zippers instead of latches, and a padded back. Athletic Influence photo; Sports -influenced activewear, above. KRT photo; Mary Jane shoes, above.

**LOAD-DATE:** July 27, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]

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*Men's Wear Consultant CNNFN July 29, 1997 Tuesday*

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**SHOW:** BIZ BUZZ 12:22 PM Eastern Standard Time

**July 29, 1997 Tuesday**

Transcript # 072908cb.L04

**SECTION:** Business

**LENGTH:** 853 words

**HEADLINE:** Men's Wear Consultant

**GUESTS:** Tom Julian

**BYLINE:** Donald Van de Mark, Beverly Schuch

**BODY:**

12:00) DONALD VAN DE MARK, CNNfn ANCHOR, BIZ BUZZ: Continuing on our theme of fashion and retail businesses. Joining us today is Tom Julian to talk about men's wear designers in particular. (12:22:40) Welcome to the show, Tom.

TOM JULIAN, MEN'S WEAR CONSULTANT: Thank you, Don.

VAN DE MARK: Good to have you here. Let's start with Tommy Hilfiger (Company: Tommy Hilfiger Corporation; Ticker: TOM; URL: N/A ). And just for our viewers, the numbers for Tommy Hilfiger -- it is a publicly traded company - came out this morning better than (12:22:50) Wall Street expected, \$0.46 a share versus \$0.34 a share in the second quarter last year. Sales of 173 million versus 124 million. A company clearly (12:23:00) doing well. And Tommy Hilfiger is also doing well in terms of his latest designs and marketing deals, right?

JULIAN: Yes. Last week, Donald, during the men's week, Tommy didn't do a traditional (12:23:10) runway show. He did something different. He brought all the press to Larabelle (ph), and he had a very special press conference and it was tied to his sponsorship of the (12:23:20) rock star Sheryl Crow.

And for her fall '97 tour, Tommy Hilfiger will be designing her wardrobe. It kicks off August 15, and I believe that's in (12:23:30) Jones Beach, and he is creating her wardrobe. And this is very strategically tied. Here, we're looking at Tommy models in front of Sheryl Crow. (12:23:40) This is going to be tied to his women's collection as well as to his Tommy fragrance, which is his whole licensing push as well.

VAN DE MARK: So getting the most bang for his buck shall we say. He's not only choosing a hot rock star, which no one else really has done, or tied themselves so closely to, but also a woman to promote (12:23:50) Tommy Girl.

JULIAN: Yes, and if you notice they were all wearing the pink ribbon. He's also tied this into breast cancer, because Sheryl Crow is very involved with that. So you're looking at a multi (12:24:00) effort,

multidimensional marketing program, which Tommy is always very successful in doing.

VAN DE MARK: And a very strong stock performance for a company that's only, what, 3 years old in terms of publicly (12:24:10) traded, right?

JULIAN: Yes. His women wear will be 1 year old this fall, and I believe he has gone from 400 stores to 550 for this fall. (12:24:20) So you see he's getting a lot of real estate support in order to make this collection works.

VAN DE MARK: 400 stores you said?

JULIAN: Yes.

VAN DE MARK: OK. To 500 stores. Let's shift gears here and talk about **Nautica** Enterprises (Company: **Nautica** Enterprises Incorporated; Ticker: NAUT; URL: N/A ) and David Shue (ph), the lead designer behind **Nautica**, because that's another company that is doing very well.

JULIAN: Yes. **Nautica** got very positive reviews for the **Nautica** collection show last week. (12:24:30) Here we're looking at some of his sportswear statement. **Nautica** is still pushing their competition line, but what you're finding is it's a low key approach to the active (12:24:40) influences. Sportswear with a twist.

**Nautica** also capitalized on the whole collegiate Americana theme. And right now Americana (12:24:50) keeps popping up internationally and globally. Here you're seeing some of the running active influences from the competition collection -- some man-made (12:25:00) fibers paired with, of course, natural fibers.

VAN DE MARK: And for all of you interested in stocks of fashion companies -- and you may have been burned by Donna Karan (Company: Donna Karan International Incorporated ; Ticker: DK ; URL: <http://www.donnakaran.com/>) so far -- this is another company that (12:25:10) continues to outpace Wall Street estimates in terms of revenues and earnings -- **Nautica**.

JULIAN: Yes and **Nautica's** tailored clothing story for this particular runway show was very (12:25:20) strong because we're seeing the silhouette come in. And what **Nautica** did, which was very similar to the entire marketplace, flat front trousers across the board. (12:25:30) So if there's one thing we learned from the runway shows last week and the long last month, is flat front trousers, whether they're lean and narrow, or wide leg and casual.

VAN DE MARK: Now, you were commenting (12:25:40) before we came on air about how the show was a little bit, not conservative, but there's no bright new color star design. Everyone's playing it safe these days?

JULIAN: Yes. It's very (12:25:50) safe right now. No one has gone to one extreme or the other. I call it a mixed bag, whether it was in Milan, whether it was in Paris, whether it was here in New York. And I think (12:26:00) that's just because no one wants to jump the scene too much.

We've had a lot of fit and shape. It didn't do very well in the world of retail. No one wants to keep (12:26:10) pushing that. They want to come back a bit.

VAN DE MARK: Interesting. Well, thank you very much for joining us.

JULIAN: Thank you.

VAN DE MARK: Tom Julian, who is our men's wear consultant.

END (12:26:20)

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*Extremes; Between Geeky and Baggy, Classics Fit School Looks Tulsa World (Oklahoma) July 31, 1997  
Thursday*

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Tulsa World (Oklahoma)

**July 31, 1997 Thursday FINAL HOME EDITION**

**SECTION:** LIVING; Pg. D1

**LENGTH:** 577 words

**HEADLINE:** Extremes;  
Between Geeky and Baggy, Classics Fit School Looks

**BYLINE:** Sonya Colberg

**BODY:**

Kids' fashion look is big and wild for back-to-school.

"The boys are wearing things really, really big. We just got the big, baggy look it, the baggy shirts and jeans that look like they're going to fall off any minute - the skate board look," said Melissa Wilson, The Children's Collection at Utica Square assistant manager.

"I hate it but the kids love it," she said.

Just as skate boards have replaced plain ol' feet as youthful transportation, dressing kids has taken a drastic change.

"Gone are the days of dressing your kids in pink and blue," said Elena Hart, The Fashion Association's fashion marketing director, in a telephone interview from New York.

Kids - OK, some kids - cram their parents' credit cards in their jeans and traipse off in search of watered down, moneyed down versions of the clothes that have been sashayed across grown-up runways, fashion magazines, movies, music videos and MTV.

"The music scene is a huge influence," said Hart. "Big baggy jeans with underwear peeking through."

"Isn't it fabulous?" she sighed.

Whatever.

Kids with a strong sense of self realize they can adopt a look so geeky it's cool. Geek jeans are shorter and tighter than their counterparts.

But classic always works.

"If you're not a complete hip-hopper and you want to look cool, a classic pair of 501's works," said Hart.

Logos and labels are still important. For little boys, Batman is big. For big ones, Tommy Hilfiger, Joe Boxer, Banana Republic, The Gap, Structure, Polo and **Nautica** are all hot.

Meanwhile, girls of all ages are going wild.

We're talking leopard, zebra, jaguar, even dalmation prints.

We're talking even leopard print tights, leggings and socks, according to Wilson.

The big and wild trend aside, there is good news for more conservative parents.

Girls will be dressing more like girls, Hart said.

Dresses, jumpers and skirts are making a come-back. A cute look is the little pleated red tartan skirt with knee highs. Lots of girls will consider plaid skirts totally rad for fall.

Then there are the minis just like the ones models strutted down the runways for fall fashion for mamas and big sisters. Try those popular leggings or tights under the minis for the little ones and teen girls.

"We're doing a lot of velvet and floral leggings," said Wilson.

And those jeans you could barely keep your daughter from wearing every single day last fall? She could consider substituting those old standbys with a pair of nice non-pleated, straight-legged black pants.

Retro is another big influence for both boys and girls.

"Kids that were not in even around then or were mere glimmers in their parents' eyes are discovering the '70s," said Hart. "It's scary."

Peace symbols, flowers and smiley faces adorn kids' clothes.

Zippers on shirts, velour, polyester, corduroy and polar fleece (like sweatshirt material) are all biggies. Denim is exploding in true-blue, deep indigo instead of acid- or sand-washed blue.

Some of the hottest shoes for fall include hiking boots, penny loafers, hush puppies and saddle shoes. Mary Janes with snip toes also are good for girls.

"It's cool to have a sense of all-American fun," said Hart.

**GRAPHIC:** COLOR PHOTO; Credit, Photo courtesy Jeanswear Communications; Photo courtesy Lands' End;

Photo courtesy Joe Boxer; Clockwise from top left, baggy jeans will be popular for fall. These jeans with 24-inch bottoms are shown with a half-zip polo. Bugle Boy.; Geeky jeans (about \$ 39) by Joe Boxer are shorter, tighter alternatives to baggy jeans.; This cotton fleece dress (\$ 30) from Lands' End is comfortable and easy to layer.; The newest denim is dark like this skort (\$ 20) and jumper (\$ 24) from Lands' End.

**LOAD-DATE:** August 02, 1997

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) [\[i\]](#)

Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) ([Edit Search](#) | [Suggest Terms for My Search](#))

View: Full

Date/Time: Tuesday, June 20, 2006 - 9:49 AM EDT



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*THE BOLD AND THE BEAUTIFUL DETROIT'S FASH BASH CROWD DONNED EVERYTHING FROM BOAS TO BLACK*  
Detroit Free Press JULY 31, 1997 Thursday METRO FINAL EDITION

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Detroit Free Press

**JULY 31, 1997 Thursday METRO FINAL EDITION**

**SECTION:** FEATURES; Pg. 1F

**LENGTH:** 746 words

**HEADLINE:** THE BOLD AND THE BEAUTIFUL DETROIT'S FASH BASH CROWD DONNED EVERYTHING FROM BOAS TO BLACK

**BYLINE:** HOLLY HANSON Free Press Fashion Writer

**BODY:**

Clear playform stilettoes. Gene Meyer ties. Versace pinstriped suits. A dress made of plastic food. Feather boas. Chanel handbags. Flower-print chiffon dresses. And lots and lots of men in black.

That was the scene Wednesday night at the 28th annual Fash Bash, Detroit's biggest and best opportunity to prove itself a fashionable city.

So how did Motown do?

Pretty well, thanks to fashion-conscious Bash-goers like Johnnie Washington of Southfield, who said he feels a definite responsibility to set high fashion standards. But then, a sense of style runs in the family.

He owns Hi-Line Gallery in Southfield. Singer Keith Washington is a cousin.

"With the affiliations (with art and music) in my own family, we like to think we kind of create the trends," he said.

And what was he wearing?

A turquoise tattersall double-breasted suit by Zanelli, with a turquoise-and-blue print shirt by Gianni Versace. A panama hat and teal alligator slip-ons completed the picture.

His Bash mate and cousin, Grady Washington, was no slouch either. He chose a black pinstriped Versace zoot suit with a long double-breasted jacket and wide-legged pants. Black alligator oxfords added the requisite snap.

The evening, sponsored by Hudson's and the Detroit Institute of Arts Founders Junior Council, was a sellout, with would-be ticket buyers still arriving at the Fox Theatre box office more than three hours after the event's 5 p.m. start. Fash Bash 1997 was expected to raise about \$600,000 for the DIA, organizers

said. And it drew the tuxedo-and-sequins group as well as an eye-catching crowd of show-offs.

After all, who could miss Cheryl Monahan, a makeup artist from Farmington Hills, in her Creamsicle-orange page boy wig and red lip-print tattoo? And just in case you didn't notice that, your eye might have been drawn to her friend Ted Pipendick, a hairstylist from Royal Oak, who wore a blue mesh shirt and matching blue streaks in his hair.

In comparison, their friend Adam Stuart, a mortgage consultant from Pleasant Ridge, was relatively low-key in a bronze velvet Donna Karan vest and black velvet pants.

It was his first visit to Fash Bash, he said, pronouncing it "cool."

Meanwhile, Kevin Quinn, fashion director at Nordstrom at Somerset North in Troy, did the men-in-black thing, strolling around in a black suit, black shirt and black leather flip-flops.

Moe Ulrych of Southfield, owner of Dobby's Men's Formalwear in Livonia, did, too. But let him explain his look.

"Black stretch three-button suit by Donna Karan. Hugo Boss shirt. Black shoes that I got somewhere in SoHo in New York. And the tie is always Gene Meyer."

The tie -- a melange of big blue and green ovals -- was a nice contrast to the all-black ensemble, and a purposeful tribute to one of Fash Bash's guest designers.

Ulrych said he has been coming to Fash Bash since the late 1970s, but he had no trouble singling out the most memorable Bash he's attended.

"It was the one with Cindy Crawford," he said with a grin. "My eyes went lingering. I gave her that lingering look."

Though creative types were everywhere, you didn't need a job in art, makeup, music or fashion to make your mark in the Fash Bash crowd.

Dona Tracey, an attorney from Troy, accessorized her form-fitting black dress with a black chiffon capelet trimmed in ostrich feathers.

"I thought of it as gothic Little Red Riding Hood," she said. "The feathers will get carried away by the wind, but that's the fun of feathers."

After several hours of spirited mingling, much of it on the red-carpeted sidewalk outside the Fox and State theaters, the crowd strolled inside for the traditional fashion show.

This one, called "Fashion Takes Off," offered the novelty of 3D effects (visual enhancers provided at the door) and segments devoted to the collections of David Chu for **Nautica** and Gene Meyer.

Chu showed a capsule of his sporty fall collection, from go-to-work suits to casual weekend wear to high-performance biking clothes. Guest model David Chokachi, of "Baywatch" fame, took a turn on the runway in a blue down vest and black track pants. Chu took a bow, too, in a natty blue suit.

Chokachi got more than a few wolf whistles, but the crowd really swooned when Gene Meyer brought out hunky models wearing his silk boxer shorts and dressing gowns. Meyer had no celebrity model, but he didn't need one to generate heat.

It might have been a moment to rival even Cindy Crawford.

**NOTES:** SEE RELATED PHOTOSTORY, PAGE 8E

**GRAPHIC:** Photo STEPHANIE SINCLAIR Detroit Free Press;

Above: Johnnie Washington, left, of Southfield wore a Versace shirt and Zanelli suit. His cousin Grady Washington of Detroit donned a Versace double-breasted suit.

Below: Phyllis Marra of Bloomfield Hills topped her outfit with a hat from Nordstrom.

Christopher Jeannotte and Julia Parrish of Canton Township made their first trip to the Bash at the Fox and State theaters in Detroit.

Toni Walton of Detroit chose a unique accessory.

Cheryl Monahan of Farmington Hills showed off her lip-print tattoo and Creamsicle-orange wig.

Alison Gause of Auburn Hills, left, and Sarah Sohn of Ann Arbor share a laugh.

**LOAD-DATE:** October 17, 2002

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) [\[i\]](#)

Terms: [nautica](#) and [date](#)(geq (1/1/1997) and leq (12/31/1997)) ([Edit Search](#) | [Suggest Terms for My Search](#))

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Date/Time: Tuesday, June 20, 2006 - 9:49 AM EDT



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*READING THE LABELS: OUR GUIDE TO WHO'S WHAT AMONG TEENS TODAY The Miami Herald July 31, 1997 Thursday FINAL EDITION*

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**The Miami Herald**

Found on Miami.com

The Miami Herald

**July 31, 1997 Thursday FINAL EDITION**

**SECTION:** LIVING; Pg. 1F

**LENGTH:** 786 words

**HEADLINE:** READING THE LABELS: OUR GUIDE TO WHO'S WHAT AMONG TEENS TODAY

**BYLINE:** JOHNNY DIAZ Herald Staff Writer

**BODY:**

Here's a breakdown of some of the more common teen labels we turned up in Dade and Broward counties:

\* BASERS -- Also known as gangsters, thugs, ghettos.

Hair: For boys, watch for fade haircuts, short dreadlocks, Afros, hair shaved in the back, sideburns down their faces; for girls, strands of hair greased to the side of the face, with the rest of their hair pinned back in a bun.

Makeup: Girls wear lots of lipstick, usually tones like dirt brown, beige, taupe, beet red.

Pants: Carpenter pants that are baggy like a Hefty bag and droop down to the ankles, with briefs peeking out.

Shirts: Tommy Hilfiger. Polo. **Nautica**. Large, possibly extra large, draping down to the knees. Or basketball jerseys over white T-shirts.

Music: Rap. Think Luke, Bone Thugs-N-Harmony and the Wu-Tang Clan.

Accessories: Beepers at their waist.

Cars: Low-riders that bob up and down on hydraulic lifts when their drivers negotiate turns. With limo-tinted windows.

Speech : "Wassup, dawg?" "Homeboy."

Idols: The rap group Bone Thugs-N-Harmony.

\* RAVERS -- Often perceived as weird Xers, or fashion victims. Also known as the headbangers of the '90s.

**Hair:** Usually two-toned, at least. Greasy, stringy. Tends to look unwashed and unkempt.

**Pants:** Worn-out, thrift-store-bought denim jeans or baggy corduroys.

**Shirts:** They usually sport shirts with their favorite music group's logo or aliens on the front.

**Music:** Marilyn Manson, silverchair, Korn, Live, Bush, Chemical Brothers.

**Accessories:** Eyebrow rings, belly rings, tattoos, wallets chained to pockets, Nike Airwalk sneakers.

**Cars:** Whatever they can afford -- but with a bumper sticker on it of their favorite band, or of a UFO emblem.

**Spokeswoman:** Gwen Stefani, the lead singer of No Doubt; Sarah from MTV's The Real World V, Miami; and Trent Reznor from the band nine inch nails.

\* **POSERS** -- Wannabes. People who try so hard to fit in that in doing so, they stand out, and in a bad way.

**Most famous:** Amber from the movie Clueless . (She was the ultimate fashion victim with bright red hair and loud outfits in which each piece clashed instead of matched.)

**Music:** Listens to what friends say is cool.

**Cars:** Hitchhikes with friends they kiss up to.

**Language:** "Been there, done that." "Like, ya know!" "Migosh."

\* **HOOCHIE MAMAS** -- Girls who wear Calvin Klein shorts up to their, well, you know.

**Poster child:** Shenene from the Fox TV show Martin, or the two female characters in the movie BAPS.

**Accessories:** Long, curving nails that mimic the shape of curly fries.

**Music:** Dancy, catchy songs that describe a girl and her sex/love life with fast but heavy bass beats. Songs like Tootsie Roll by the 69 Boyz, Hoochie Mama by 2 Live Crew, C'Mon 'N' Ride It (The Train) by the Quad City DJs and Baby Got Back by Sir Mix-A-Lot .

**Where to find them:** Along Washington Avenue in South Beach on Friday and Saturday nights -- or as guests on the Ricki Lake Show.

**GOTHICS** -- A sad bunch. They act tormented. They look and act like they're going to a funeral -- melancholy vampire lookalikes.

**Attire :** Black, head to toe.

**Hair:** Pitch black -- usually dyed with Miss Clairol.

**Accessories:** Black nail polish, mascara and lipstick. And crosses.

**Music:** They listen to anything that signifies the end of the world. Groups like The Cure, Morrissey, Marilyn Manson, Depeche Mode.

**Spokesman:** Any character from any Anne Rice vampire novel, beginning with Interview with the Vampire. Louis, the melancholy one played by Brad Pitt in the movie, would be their poster boy.

\* **PROBES** -- This seems to be a mostly Broward phenomenon, especially centered in Hollywood. Kids who

have found a middle ground among all the types of styles. They can blend among the various labels.

**Dress:** Tends to be retro, '70s style. They wear bellbottoms and shirts with wide collars. Some look like they just walked off the set of The Partridge Family or The Brady Bunch .

**Music:** Dancy-rap music like hip-hop, but also alternative electronic sounds like techno beats and some even dig country. Think Snoop Doggy Dogg meets Billy Ray Cyrus.

\* **PRETTY BOYS** -- Guys who obsess about their appearances even more than their girlfriends. They're popular among girls, and maybe guys, too. Also known as preps in some parts.

**Dress:** Structure and Aeropostale shirts. Khaki slacks or crisply pressed Gap jeans. Dockers pants. Timberland shoes.


**Hair:** Well-groomed. Usually short, conservatively styled with not a hair out of place.

**Warning:** Don't let him walk in front of a mirror. He'll never leave.

**Where to spot them:** They look like they just walked out of a Burdines catalog. They'll stand out among the basers, ravers and probes. -- JOHNNY DIAZ

**GRAPHIC:** photo: Gwen Stefani (a), Shenene from Martin (TV SHOW-M), Marilyn Manson (MUSICIAN-M), Bone Thugs-N-Harmony (MUSICIAN-B)

**LOAD-DATE:** October 24, 2002

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) [\(Edit Search\)](#) [\(Suggest Terms for My Search\)](#)

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*Suiting up Generation X: tailored clothing gets a makeover. Apparel Industry Magazine August, 1997*

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Apparel Industry Magazine

**August, 1997**

**SECTION:** No. 8, Vol. 58; Pg. 56; ISSN: 0192-1878

**IAC-ACC-NO:** 19948568

**LENGTH:** 2886 words

**HEADLINE:** Suiting up Generation X: tailored clothing gets a makeover.

**BYLINE:** Musselman, Faye

**BODY:**

Suiting today's hip consumers involves responding to trends and updating the classic three-piece

Yes, casual days in the corporate workplace are probably here to stay. But some industry insiders say the days of showing up at work in weekend clothes may be numbered. "Men's idea of casual workwear was to take a blazer and put it on with casual pants. But that doesn't really cut it," says Norman Fryman, executive vice-president of marketing for the Bayer Clothing Group, which manufactures proprietary labels for Federated Department Stores and JC Penney, with suits in the \$ 300 price range and sportcoats at \$ 200. In spite of - or perhaps because of - the casual trend, Fryman sees a resurgence in more tailored or structured clothing. "Menswear has always been influenced by the external environment," he says. "Whether it is social or work, they see clothing as a uniform. The only question they have is, what game are we playing?"

"But it doesn't have to be a uniform," says Robert Vignola, president of Perry Ellis tailored clothing, a division of Hartmarx Corp. since 1994, manufacturing for major department stores and better specialty stores - 65% of its production in dressy and business suits at price points of \$ 450 to \$ 600.35% in more casual sportcoats (at \$ 250 to \$500) and trousers (\$ 85 to \$ 125). "It's a process," says Vignola. "As older men move on, and the younger ones move in, I think [corporate dressing] will change."

Most manufacturers agree: men didn't really understand the concept of casual corporate attire. "For the most part, men have had two wardrobes: suits work and knit shirts and jeans or khakis for the weekend," says Fryman. Vignola says. "For their whole adult life, it was a safe haven for men to wear a suit to work. They were never mentally challenged to put together a wardrobe. And when casual entered the workplace, most men wore their interpretation of Saturday clothes to the office."

According to market research, says Robert Bayer, president of the Bayer Clothing Group, "[The trend] was unrealistically casual. Mature men were not comfortable with it." Bayer sees a comeback in tailored clothing, and says men are finding that a casual wardrobe, as originally defined, doesn't meet their business and social needs.

Mike Sandler, president of the newly launched, upscale **Nautica** Tailored Clothing division of Lanier

Clothes, says men are returning to a more corporate look. "The tailored sales numbers have stabilized," he says "Although figures have been going down for the last four or five years, we're now finding that upper moderate price points are important." The **Nautica** line, with suits retailing at \$ 400, sold \$ 2.7 million in its first season, Spring '97, with projections of \$ 15 million through Fall '98, according to Sandler. "The reason for that success is that we were able to put all the parts together: Lanier's ability to manufacture and market the product at the right price, and the fantastic integrity of the **Nautica** name. There is definitely a comfort factor with such a mega-brand."

#### High-tech blends

At a July meeting of the Private Label Conference & Sourcing Network, Fay Gibson, of the textile product design and marketing department at University of North Carolina at Greensboro, said manufacturers are creating a new "lifestyle suit" or "bridge collection" - basic designs in new fabrications and blends that help span the gap between sportswear and tailored clothing. "Generation X is used to comfort and function," she said. "They want performance and aesthetics. If they have to wear a suit, they want it to feel like gym wear." In an effort to "double dip" on tailored clothing, designers have branched out into a third compromise wardrobe of stylish business casual wear, said Gibson. "A lot of companies got on the khaki bandwagon [Levi's Dockers and Wrangler's Timber Creek, to name two] and others have developed entire lines of related separates for the office, including JC Penney's 'Options by Stafford'; Haggar's 'City Casual'; and Sears 'Dress Casual.'"

Although Bayer has always relied heavily on natural fibers such as wool, cotton and silk, Fryman sees a world of new possibilities coming from hightech fabrics such as Lycra and Tencel: softer, more stretchable garments that are comfortable to wear. "We're doing some very interesting things today with suits, sportcoats and separate trousers," says Fryman, adding, "We make real clothes for real people. Clothes that the average guy will feel comfortable in, while doing what he has to do."

#### Re-dressing for success

Many in the men's tailored clothing industry have felt that casual attire in the workplace was a ploy of corporate America, designed to compensate for a dismal economy. "Companies said, 'How can we give employees more perks without paying more money?'" says Perry Ellis' Vignola. "The answer was to create a lighter atmosphere in the office, and make them feel good."

But with today's robust economy, Vignola perceives a shift toward more sophisticated business attire. "Especially with young men, age 25 to 35 or 40," says Vignola, "there is a definite trend toward dressing for success again. They are realizing that to get ahead corporately or socially, they need a suit." The trend, says Vignola, is toward the well groomed, successful looking man holding a cigar and sipping a martini. "And it's not just in big cities," he says. "It's all across the country. The atmosphere is not quite as gluttonous as the '80s, when money was more freewheeling. But, compared to five years ago, Wall Street is stronger, big business is going well, job security is up, and that translates into more dressing for success. From nine to five, it's serious business, and these young men want to go in to work looking like a VP."

These consumers are also looking for value. "There is clearly a trend toward 'better,'" says Homi Patel, president and chief operating officer of Hartmarx Corp. "The higher the price, the better we're doing. As people are buying less, they want to buy better."

#### Two-tiered customer base

The tailored clothing industry's current customer base is two-tiered, according to Vignola. One level, the 45-and-older boomer market, is grounded in values of the '60s. Married, with children at home or in college, and worried about saving for retirement, these consumers' perceptions about corporate and social life - and aesthetics - differ considerably from those of their younger counterparts. "They have different wardrobe needs. They are more frugal shoppers," says Vignola, attributing the last decade's success of discount chains to this conservative market. "They grew up conservative and tend to buy button-down shirts."

But buyers in the 25 to 40 age bracket are the future, he says. These consumers - single college graduates with no mortgage, no kids, and incomes of \$ 40,000 a year or more - grew up with different rules, he says, and want a more contemporary look. "They buy Tommy Hilfiger. And they may buy a button-down shirt, but wear [the tabs] unbuttoned, and the collar open." While the most staple item in both of these consumers' closet may be the navy blazer, Vignola says the manufacturers' challenge is to tailor it to each one's taste. "The older buyer wants metal buttons - more of a cocktail party look, while younger men like black or horn buttons. They want it to look downtown. You have to really know your customer in this business."

Fryman, too, sees a different balance in the influence of cultural environment on current apparel design. "When I grew up," he says, "kids wanted to dress like their fathers. Now fathers want to dress like their kids. Today's fashion comes from the streets. If kids are wearing body-hugging clothes, [men's] suits are more body-conscious. If kids' clothes are baggy, [adults'] jackets and pants get a little looser."

"We're trying to teach men they can wear a suit without a tie," says Perry Ellis' Vignola, whose own corporate dress code encourages the staff not to wear ties. "But we are a suit manufacturer," he says, "so our employees still wear suits - with sport shirts, knit shirts and turtlenecks."

Both of these trends turned up in spring collections at the National Association of Men's Sportswear Buyers Inc. (NAMSB) show in New York this March, where the runways were filled with banded-collar, unstructured suits; belted and zippered jackets; and dress versions of the "street active" or non-performance athletic look.

#### Maintaining market share

But not everyone is sanguine about the prospects of a renaissance in tailored clothing. Wayne Brantley, president of Oxford Industries' Lanier Clothes division, does not see a trend of increasing sales of more formal suits for businesswear. "It spikes up and down," he says. "Total sales of men's tailored clothing peaked 20 years ago, and now they're at \$ 4.683 billion."

So why do manufacturers continue to make tailored clothing? Because it is their core competency, and because they are adaptable to changes in the marketplace.

"It's a fact of life that people aren't going to wear suits to work every day," says Hartmarx's Patel. But, noting that suit sales are tracking very well for 1997, he adds, "The casual trend has stabilized, and may in time reverse itself. As far as we're concerned, if they're wearing coats and pants, that's okay."

"We are gaining market share," says Brantley. Lanier not only continues to be a major player in the industry - manufacturing for Oscar de la Renta, **Nautica**, and Robert Stock - but is adding customers, beginning in spring '98 with Geoffrey Beene. "Even though it may be diminished, it is still a very large market. While things are always tougher in a declining market, we just have to work a little harder and be more competitive."

#### Going offshore

Part of that competitive edge, for many manufacturers, is offshore sourcing. Lanier's offshore manufacturing facilities include a sewing plant in Merida, Mexico; a joint-venture cut-and-sew operation in Colombia; and contractors in the Dominican Republic and some Eastern European countries.

"There has been a flood of tailored clothing coming in from offshore," says Brantley. "The trend has been growing for as long as I've been in the business, but the floodgates have opened in the last two years." According to AIM's research (see page 62), imports now account for more than 40% of the market.

The pressure of lower price points comes not only from offshore manufacturers, but from the U.S. consumer, adds Brantley. "Retailers are looking for better profits, consumers are demanding more for their

money," he says. "Consumers are very smart, and they drive the whole thing."

Faced with such demands, manufacturers have little choice but to go offshore, says Brantley. "When you compare the figures - wages of eight dollars an hour in the U.S. compared to one dollar in many Latin American and Caribbean Basin countries, the bottom line always comes out the same." But that doesn't make it easy, he adds. "It's a pretty easy decision to make financially, but it's not one we want to make. We're balanced. We're growing with the market in terms of partnering offshore, but we've fought very hard to remain competitive domestically as well. And we're still fighting."

Some aspects of tailored clothing construction force manufacturers offshore. Luxury fabrics, for instance, are often not made in the United States. "We depend on blends of silks and linens, especially in sportcoats," says Brantley. Mike Sandler, who buys fabrics from all over the world for **Nautica** Tailored Clothing, says, "It is absolutely essential to make major demands on our domestic textile mills. There is no advantage to manufacturing apparel from foreign piece goods in Mexico," he says, "because the duty gobbles up your savings."

**Nautica's** tailored clothing is manufactured in Mexico and the U.S., says Sandler. "We need a domestic industry," he explains, "for speedy delivery, better quality and consistency of quality. But that's not going to be our growth pattern. Growth is going to be in NAFTA-aligned countries, where we can get better production costs and lower duty rates."

Lanier maintains sizable operations in the United States: coat factories in Tupelo, Miss., and Fayette, Ala., a central cutting and finishing facility in Greenville, Ga.; and a distribution center in Toccoa, Ga. The company will always have a manufacturing base in this country to provide quick response, especially for catalog customers Lands' End and Eddie Bauer. "The nature of their catalog business is responding to their consumer," he says. "If something takes off, they have to be able to chase it quickly."

Patel says, "It's always going to be a blend of domestic and offshore manufacturing." At Hartmarx, he says, the product often determines location. "At higher price points, we are more likely to keep production in our company-owned, domestic facilities, while lower-end goods and sportswear are made offshore."

#### The new rules

Gordon S. Cohen, senior divisional vice president of Hart, Schaffner & Marx, says, "Out sourcing does not mean taking your entire business offshore. There are many reasons for outsourcing, including price, fashion and niche marketing. British is very hot right now," he says, "so you might use an imported tweed. The label, 'Made in Italy,' has a certain cachet, so a company might out source a specific number of garments to fill that niche."

Cohen redefines today's methods of going offshore. "People used to think you'd just go find a cheap suit, buy it, bring it back and sell it - that's the old way. The new way is to use American patterns and specifications to create quality construction." With facilities and partnerships in Costa Rica, Mexico, Colombia, Canada and Italy, Cohen stresses the need for establishing rapport and trust among all parties. "This is not a one-shot deal," he says. "It's a long-term relationship, a friendship. You are going to have problems, and if you are friends, you can work together to solve them."

#### Managing skills

In order to maintain a profit, companies often have to price average, balancing the cost of offshore and domestically-produced garments. But maintaining the same quality from both sources involves top management skills. "That's where control of your factories becomes [TABULAR DATA OMITTED] very, very critical," says Patel.

"It is important when you buy or build a factory to have someone there who knows your goals, objectives, product and customer," says Brantley. Cohen agrees. "Manufacturers need to look for contractors with the infrastructure and the understanding to meet American specifications on everything, from samples to

delivery dates."

Meticulous sourcing and training is essential, says Patel. "We use all the same raw materials, the same pattern, the same equipment, the same training and the same specifications - the only variable is the accuracy of the personnel," he says. "And we insist on doing it our way." The company's Operations Bulletin gives detailed instructions on every facet of a garment's construction, from the tension of the thread to its final silhouette. "There are more than 100 operations in one jacket," he says, "and each one is specified as accurately as possible in the Bulletin."

Norman Fryman told a recent meeting of the Clothing Manufacturers Association of the U.S.A., "We work in a business of nuances . . . a shoulder expression acceptable to a Korean running a factory in Costa Rica may not be acceptable to a retailer in Chicago." Fryman recounted that he once nailed a coat to the wall of a factory and told workers nothing less would be acceptable for shipping. "People with whom you deal in foreign factories . . . have no idea of American consumers' tastes or American retailers' idiosyncrasies - nor should they," he added. "That is your job."

Looking forward

In doing that job, what do manufacturers see as their major challenge in the tailored clothing industry?

"A suit is not a suit is not a suit," says Homi Patel, stressing the importance of retailers' and consumers' understanding the entire product. "It is critical to establish a strong brand identity and communicate it to the consumer," he says. The second key to success, he says, is providing services that retailers cannot, such as Quick Response, EDI, fashion, product knowledge and training. "If all you are selling is a product," he says, "retailers today are large enough to source that themselves."

Robert Bayer says, "The strongest single change in the industry today is consolidation. There are fewer retailers, fewer manufacturers. We have economies of scale - and that means worldwide sourcing of design and manufacturing resources. That's the key to survival in tailored clothing."

Mike Sandler is looking to the American textile industry for help. "This is a \$ 4.7 billion industry," he says. "We all need piece goods, and we all want to manufacture in Mexico. Domestic textile manufacturers have the opportunity of a lifetime, and we need them to produce better fabrics."

Says Wayne Brantley, "We're still a large industry, and still the same industry. We're just playing in a different environment and location."

**GRAPHIC:** Photograph; Illustration

**IAC-CREATE-DATE:** November 5, 1997

**LOAD-DATE:** November 06, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

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*Footloose! The Washington Post August 03, 1997, Sunday, Final Edition*

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**August 03, 1997, Sunday, Final Edition**

**SECTION:** STYLE; Pg. F03; FASHION

**LENGTH:** 532 words

**HEADLINE:** Footloose!

**BYLINE:** Robn Givhan, Washington Post Staff Writer

**BODY:**

For spring '98, virtually every runway included men strolling along in flip-flops, slides, clogs, even thongs -- the footwear variety, not the derriere-baring version. Models wore sandals with drawstring trousers, with Bermuda shorts, even with business suits and evening wear.

Many European men, gay men and young men have cultivated a comfortable relationship with sandals. They understand that open-weave shoes are nothing to fear. For them, there is nothing unseemly about showing a little toe.

But let us be blunt. To the average, straight, thirty-something and older American guy, revealing footwear is anathema. They have sandal phobia. Perhaps they believe that displaying one's feet in an aesthetically pleasing manner requires exfoliating scrubs, a pumice stone, possibly even a full-scale pedicure.

Well, calm down. No need for paraffin wax treatments and hot oil massages. Just buy a good toenail clipper and learn to use the business end of it. A little lotion would be nice, too.

Do not wear hosiery with sandals. Men who wear socks with sandals are not true believers in huaraches and flip-flops. They are noncommittal. Poseurs. The presence of socks counteracts the whole purpose of wearing cool, open shoes.

You're probably familiar with the sport sandal man. Wide, nylon straps fit snugly across his instep and are locked in place thanks to a little square of Velcro. The sandals are engineered to grip wet rocks while the wearer is, you know, mountaineering. The shoes' association with wild adventure, danger and athleticism has allowed them to shed any fey reputation. But it's hard to really consider all of that cantilevered technology adding up to a true, beach-combing, lazy afternoon sandal. Basically, sport sandals are hiking boots with ventilation.

The brave sandal wearers have been few: hippies, granola munchers, fashion fiends, gents.

But designers have not been deterred. In the past they have suggested slides and flip-flops with summer wear. For next spring, it's almost as if they're insisting on them.

There are plenty of sturdy sandals with wide leather straps. They show only a few slivers of metatarsus and are perfect for the fellow who isn't quite ready to shed his loafers for the summer. At Donna Karan, kick-around shoes have been transformed into slides. Models did what so many men do to break in a pair of new bedroom slippers: They folded down and walked on the backs of the shoes. Most of the foot is covered

except for a teasing bit of heel.

At **Nautica** there are poolside sandals modeled on the traditional Dr. Scholl's slip-ons. They have an athletic appeal but the strap-free heel demands that the wearer slow down, take it easy.

There are woven slides from designer Nicole Farhi. Paired with trousers hemmed in beads, the shoes are a homage to a hippie aesthetic. And John Bartlett's voodoo cabana boys wear flip-flops with their police pants and linen suits.

Seventh Avenue is not suggesting that men start showing toe cleavage in the office. This is not a call to ban wingtips and burn oxfords. Designers simply are encouraging men to occasionally set their feet free. And see how good it feels.

**GRAPHIC:** Photo, mark flinkenstaedt for The Washington Post, From left, **Nautica's** slides; toe-ring sandals from DKNY; more slides from **Nautica**; a chunky version of slides by DKNY; wide-strap sandals from DKNY; and flip-flops by **Nautica**.

**LOAD-DATE:** August 03, 1997

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*SLOW AND STEADY; EVOLUTION RATHER THAN REVOLUTION MARKS THE SPRING MEN'S WEAR COLLECTIONS* *The Record* August 3, 1997; *SUNDAY; ALL EDITIONS*

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The Record

**August 3, 1997; SUNDAY; ALL EDITIONS**

**SECTION:** LIFESTYLE; Pg. L01

**LENGTH:** 728 words

**HEADLINE:** SLOW AND STEADY;  
EVOLUTION RATHER THAN REVOLUTION MARKS THE SPRING MEN'S WEAR COLLECTIONS

**BYLINE:** JUDY JEANNIN, Fashion Editor

**BODY:**

There is an old adage that no news is good news. Such is the case in men's wear.

These days men's fashion evolves at a studied pace, without the wild swings that have become the norm in women's wear. The designers with staying power are those content to fiddle with color and texture, and to let their customers become accustomed to new silhouettes before suggesting change.

The spring collections unveiled recently in Manhattan during The New York Mens Shows are a good case in point. Little that appeared on the runway would cause a stir on the street, unless you happened to be on Wall Street, where news that Ralph Lauren has produced another winning collection should add even more luster to his stock.

What's interesting is the diversity of design philosophy that coexists within the industry. There are the fashion conservatives like Lauren, Barry Bricken, Alexander Julian (back on the scene after a brief hiatus), Mondo di Marco, Wilke Rodriguez, and Hugo Boss, who season after season turn out collections of wearable clothes for men who like stability in their wardrobes.

There are the more adventuresome designers who like to push the envelope, sometimes blurring the edge between masculine and feminine.

Calvin Klein falls into this camp these days because of the frequent cross-pollination of ideas between his men's and women's lines. Richard Edwards, Gene Meyer, John Bartlett, and newcomer Sandy Dalal also fit this pattern. All design for a hip, younger male for whom the business suit is only a sometimes thing.

Then there are the sportswear gurus Tommy Hilfiger and David Chu of **Nautica**, whose collections are so diverse that they encompass everything

from business wear to activewear, all targeted at young males. Joining their ranks are a number of new entries including Ecko Unlimited, with Rutgers graduate Marc Echo at the helm, Maurice Malone, and Pelle Pelle clothing that caters to the hip-hop crowd.

And there are the individualists like Jhane Barnes, whose clothes, while conservative in cut, are at the leading edge in color, pattern, and texture.

Surprisingly, there are some areas where all these designers agree.

One is the importance of color. After seasons of bland, dull shades, men's wear is lightening up. Expect to see everything from lilac (a biggie) and coral to multiple shades of blue. Rich spice tones dominate the palette at Lauren and Bricken. The monochromatic look, while still viable, seems to be on the wane.

Suits are important again, not just for business but as part of the casual scene, where the dress shirt might be supplanted by a colorful silk T-shirt or sheer polo. Nearly every designer has some form of shine, whether it comes from the use of nylon, waxed cotton, or an iridescent weave.

When it comes to serious business suits, Alexander Julian has some of the best. His new line includes dapper pinstripes top-stitched in burgundy and closed with unusual brown buttons.

Most everyone has eased up on fit. Klein, who was among the first to endorse a body-hugging jacket, shows classic gray summer-weights with enough ease to suit the average guy. Flat-front trousers are still popular, but look for the return of pleated trousers with a slightly wider leg. Even Lauren shows the wide-leg trouser in his high-end Purple Label collection, where he balances it with a body-hugging striped knit shirt.

Designers continue to show suedes and leathers for spring. Klein has lilac leather coats and suede jackets, Lauren has pale-blue suede shirts, and nearly everyone has something in a sand tone. Most of these springtime leathers are soft as silk and every bit as light.

Which brings us to another signpost of the season, sheer fabrics.

Expect to see lots of lightweight knits and sheer shirts come spring.

While a few are totally transparent, most just hint at the buff body beneath. John Bartlett uses devore, a fabric that has been chemically burned away to create a pattern, for his colorful shirts.

There really is nothing shocking about the spring season other than an occasional wide-leg pant that is either too stiff or too feminine to seem salable. The men's wear industry seems to be more interested in dressing real men than in making headlines.

**GRAPHIC:** 5 PHOTOS - M. Chandoha Valentino / Photographer

- 1 - Among the trendsetting looks shown at the New York Mens Shows were Nicole Fahrl's dip-dyed sweater,
- 2 - Ralph Lauren's Purple Label wide-leg trousers and form-fitting shirt,
- 3 - and Calvin Klein's lilac suede peacoat. Suits are making a comeback for spring both for business and casual wear.
- 4 - Here Gene Meyer shows pinstripes in the dress-down mode.
- 5 - John Barlett was among those endorsing the sheer look for men.

**LOAD-DATE:** August 4, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

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*Hopes sink in Channel Race THE AUSTRALIAN August 4, 1997, Monday*

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THE AUSTRALIAN

**August 4, 1997, Monday**

**SECTION:** SPORT; Pg. 23

**LENGTH:** 811 words

**HEADLINE:** Hopes sink in Channel Race

**SOURCE:** MATP

**BYLINE:** ROB MUNDLE

**BODY:**

A DISASTROUS result in the Channel Race has all but sunk Australia's chances in the Champagne Mumm Admiral's Cup world teams championship being sailed out of Cowes, England.

The only yacht to save face for the Australian team was G'Net, which is being campaigned jointly by John Calvert-Jones and Robin Crawford.

With Colin Beashel at the helm, G'Net scored a very respectable second in the ILC 40 division.

The yacht dived for the lead all the way and eventually only lost to America's MK Cafe by 20s.

In the big boat class, Syd Fischer's Ragamuffin, which led for much of the race, faltered in fickle winds near the end to finish last. There were some suggestions Ragamuffin may also have snagged a sheet of plastic on its keel.

Our third team member, the Mumm 36 Sea (Steve Kulmar and Richard Friedrichs) could only manage sixth after blowing the start. The Sea crew underestimated the speed of the fast flowing tide and broke before the gun. They lost more than three minutes getting back to the line and could only regather one place in the highly competitive fleet.

The 24-hour Channel Race started in a 12-14 knot westerly.

The breeze faded to between four and five knots around the halfway mark.

The current points table is: USA 33.75 1; Great Britain 45.00 2; Germany 51.50 3; New Zealand 54.38 4; Italy 60.00 5; Australia 61.88 6; Scandinavia 86.50 7.

+

FOXTEL AMAZON, Peter Walker's fast-running pocket maxi, was set to demolish the course record for the XXXX Sydney-Southport race late yesterday.

The final position report for the day had Amazon off Byron Bay and charging north at better than 15 knots before a solid southeasterly breeze.

At that pace, the big Steinman design was on schedule to slice a staggering nine hours from the 39-hour record for the 386-mile course. That would give her an average speed of around 12 knots.

In a furious night of sailing the first night out, glamour yacht Exile (Warwick Miller) was dismasted while running hard off Port Macquarie. Eight other yachts were forced to retire during the night.

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DETERMINED not to spoil their planned northern circuit of racing at Hayman and Hamilton islands, the crew of Exile are today mounting a massive effort to get the yacht re-rigged with a spare mast.

Soon after Exile arrived in Coffs Harbour late yesterday, the nucleus of the crew was aboard a plane back to Sydney. Their job was to organise for the new rig to be transported to Coffs by road.

Owner Miller said it appeared that the rig broke because the capshroud failed at the lower spreader on the port side.

"The wind had been gusting between 20 and 35 knots during the night and flicking between the southwest and southeast,"

he said. "At the time we were experiencing 24 knots of breeze and our guess is that we would not have been too far behind Foxtel Amazon.

"We saw the shroud fail at the spreader. The entire rig went over the side. We had to dump the lot -mast, mainsail and spinnaker. It was too rough to try to salvage anything."

Exile is set to be one of the stars at the TAG Heuer-Ansett Australia Big Boat Series at Hayman Island, starting on August 17. Her arch rival, George Snow's Brindabella, did not start in the race but the yacht will be delivered directly to Hayman after which the fleet will go south to Hamilton Island for the XXXX-Ansett Australia Race Week, starting on August 23.

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YOU can cancel any visions you might have held of 'The Body', Elle McPherson, racing aboard a yacht carrying her name in this year's Whitbread round the world race for the Volvo Trophy.

The head of the Elle Racing syndicate, John Harvey, has confirmed that he has abandoned his plans to enter a yacht.

Harvey claimed the West Australia Government had not lived up to its end of a sponsorship deal.

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ONE yacht that will start in the Whitbread Race, Dennis Conner's Toshiba, turned in a mind-boggling run during its trans-Atlantic crossing to England last week.

With skipper Chris Dickson driving the Whitbread 60 to the limit to prove it was unbreakable, Toshiba careered through a mid-Atlantic gale under full spinnaker at speeds up to 31.4 knots. "Our boatspeed is in the 20s and regularly above 30 knots," Dickson reported.

In one 24-hour period (1800 to 1800) Toshiba logged 434.5 miles -6.2 miles better than the current record recognised by the World Sailing Speed Record Council. But because the run was not between the hours of 1200 and 1200 it will not be recognised. Toshiba covered 424.7 miles during that period.

+

AUSTRALIA -top nation In 1993 -has finished a very disappointing 14th In the **Nautica** Cup World Youth Sailing Championship In Japan.

+

AUSTRALIA's Neville Wittey, Joshua Grace and David Edwards have won the prestigious Soling Infanta Cristina Trophy in Scandinavia, beating the Ukraine crew 2-0 in the final.

**LOAD-DATE:** March 1, 2002

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*Men's options are limited: Beach Attire Isn't Varied, but Most Guys Don't Care Calgary Herald (Alberta, Canada) August 5, 1997, Tuesday, FINAL EDITION*

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Calgary Herald (Alberta, Canada)

**August 5, 1997, Tuesday, FINAL EDITION**

**SECTION:** LIVING: STYLE; Pg. B6

**LENGTH:** 512 words

**HEADLINE:** Men's options are limited: Beach Attire Isn't Varied, but Most Guys Don't Care

**BYLINE:** ROBIN GIVHAN, THE WASHINGTON POST

**BODY:**

If men have any issues with their physiques, they are not apparent on the beaches. Whether a man sports a pot belly of epic proportion or a rippling six-pack earned from agonizing gym time, he seems to walk with the same confident swagger.

That paunch? Pure muscle. Those pudgy thighs? Powerful.

The men are fooling no one, of course. But God bless 'em for steering clear of all that self-hatred baggage.

Women's magazines are filled with tips designed to ease a woman through the rigors of swimsuit shopping.

There are suits designed to make a woman's legs look longer, her tummy appear flatter, her breasts seem fuller.

There are even swimsuits that promise to create the illusion that she is 10 pounds lighter. Indeed, women mutter to one another about the embarrassing and frustrating work of finding a flattering swimsuit.

Swatch of Spandex

Meanwhile, men mostly seem unperturbed by the thought of waltzing out in front of an audience wearing little more than a swatch of spandex.

Sure, there are a few men who slip into workout overdrive as the summer approaches.

And there are others whose guts churn at the mere mention of the word "Speedo."

But men have a knack for slapping on a confident grin and focusing on their backstroke.

Men are able to accomplish this trick even though swimwear is one of the rare fashion divisions in which women have it easier.

After all, a woman has a choice between a maillot and a bikini. She can pick thongs, briefs or fitted shorts. She can even find a swimsuit with a skirt.

## Few Coverage Options

Men, on the other hand, have relatively few coverage options. They range from a little to almost nothing.

And for this year, coverage is as minimal as ever. Prada adorns its slinky chocolate brown, tan and tomato-red swim trunks with sleek metallic buckles bearing the design house's name.

Gucci offers gentlemen caramel-colored bikini bottoms with status hardware such as double Gs.

Gucci's designer, Tom Ford, even dares men to bare it all with his signature thong -- the famous Gs are centered just above the rear end.

Tom of Finland offers more traditional bikini briefs in a green camouflage print.

Square-cut spandex shorts from John Bartlett and Hugo Boss have more fabric than briefs, but are no less revealing as they emphasize every toned muscle or fleshy spare tire.

Hugo Boss creates them in candy stripes. Bartlett prefers his in bold, geometric block prints.

## Boxers Are Most Forgiving

Of course, boxers, such as the no-nonsense versions from **Nautica**, are a beachwear classic and are the most forgiving of men's options.

They tend to be favored by those who don't want to worry about their rear view.

With so little raw material, there's not much that designers can do to alter, update or reinvent men's swimwear.

The truth of the matter is that swim trunks are not representative of great design.

They do not highlight trends. Instead, they are a vehicle for narcissism -- a way for a man to show off the body, the strut and the power of a healthy ego.

**GRAPHIC:** Color Photo: The Associated Press / **SWIM STYLE:** A model for John Bartlett shows a swim trunk during a New York show July 25

**LOAD-DATE:** August 6, 1997

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*FITTING IMAGE HOW TO GET THE HIP-HOP CLUELESS EVERYTHING SKATEBOARDER LOOK The Post-Standard (Syracuse, NY) August 7, 1997 Thursday City Edition*

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# The Post-Standard

The Post-Standard (Syracuse, NY)

**August 7, 1997 Thursday City Edition**

**SECTION:** HJ; Pg. 12

**LENGTH:** 1059 words

**HEADLINE:** FITTING IMAGE HOW TO GET THE HIP-HOP CLUELESS EVERYTHING SKATEBOARDER LOOK

**BYLINE:** Stories by staff writer Tasneem A. Grace

## **BODY:**

Skateboarder/ banger/ blader style

### The Look:

Extra-wide-legged pants (any fabric), band T-shirts and Airwalk, Vans or Adidas sneakers. Dyed hair is optional.

Funky jewelry is a must. Hemp, beaded and string chokers in various widths line the neck. Wear wallets with long, sloping silver pocket chains.

### The Message:

Adventurer, risk-taker, says Carrie Besaw, a 14-year-old freshman at Baldwinsville High School.

"You like to have fun and you're afraid of stuff."

The clothes also signal solidarity, says Audrey Fisher, a 15-year-old junior at Nottingham High School.

"The people like me on the inside dress like (this) on the outside," she says.

"It's all about trying to be individual, like you really feel confident 1/8 / 3/4 @k 1/2 'v.ybP4ve in unity." (NOTE: TEXT AS APPEARS IN PAPER)

To sport the style means you do the sports - skateboarding or in-line skating - that are made easy with the help of huge pants. Or it can mean you're a "banger" and really dig the music of alternative bands like Nirvana, Bush and Sublime.

### Skateboard Accents:

Big T-shirts in bright colors. Layered clothes, like a short-sleeved shirt over a long-sleeved one. And a sidebag instead of a backpack. And if you're a girl - no purses!

A cool, scraped-up skateboard that broadcasts bravery is an asset, and so are pants from Carousel Center's Pacific Sunwear store.

#### Skateboarder Attractions:

Anything daring. 'Boarding and 'blading off jumps. Taking gutsy classes like anatomy, biology and calculus.

"Life is too short," says Erin Kneeskern, a freshman at Liverpool High School. "You might as well just live life the way you want it to be."

#### Hip-Hop style

##### The Look:

Bold, baggy, oversized everything.

##### The Message:

It says you're "cool," says Kevin Williams, 14, a freshman at Henninger High School. Decked out in dark green Army fatigues, a black Levi's sweat shirt and weathered black Filas, Kevin calls his look "thug" style.

His friend and classmate, 15-year-old Qashawn Thomas, says the look's lineage runs with rap music.

"It says that you've got a talent, a talent for hip-hop," he says, dipped in **Nautica** jeans, an XXL Calvin Klein T-shirt and the latest Nike Air Jordans.

##### Hip-Hop Accents:

Anything made by top designers, says Brad Sweeney, a 16-year-old Fowler High School junior. Tommy Hilfiger, **Nautica** and Hugo Boss are top-of-the-line for tops. Footwear fashion should sport the Nike swoosh, Fila or Reebok trademarks, he says.

Tammy Foster gives Brad's assessment a nod.

"Everything's got to be popular with me," says the 17-year-old GED student. "I want Nikes, baggy jeans ... and I've got to have the earring in the nose."

"It's expensive. You've got to have lots of money," Brad adds, mentioning that his outfit - a red Tommy Hilfiger windbreaker and T-shirt, SouthPole jeans and Nike sneaks - cost him about \$350.

Serious hip-hoppers also own a pair of Timberlands (the leather tongue laced up or hanging out is optional, Brad says) and a couple of medium-sized gold chains.

##### Hip-Hop Attractions:

Anything super-fly, ultra-cool. Translation? Sports. Basketball, football and gym class. "That's what hip-hoppers like," says Qashawn. "All they want to do is show off."

##### The 'Clueless' look

##### The Look:

Inspired by the movie starring Alicia Silverstone. Trendy, meticulously maintained, color-coordinated outfits. Any chinos or denim wear? AS IF!

### The Message:

Perky, perky, PERKY!

"It just says that I'm fun," says Sheena Coker, a 17-year-old senior at Cicero-North Syracuse High School.

### Clueless Accents:

Bright colors to match the sunny disposition. Sheena suggests yellows and lime greens.

Purses (no barfy backpacks!) to match outfits. All schoolbooks are carried by arm - prima donna style.

Lauren Williams, a 13-year-old freshman at Bishop Ludden High School, prefers classy wallets to purses.

Socks, stockings and shoes in various colors are essential.

Chunky heels and platforms and patent leather are cool, says Lisa Burdick, a 17-year-old senior at C-NS. She owns about 13 pairs of Clueless style footwear.

If your allowance won't allow such variety, get a pair of anything neutral, says Lauren.

Jewelry shouldn't overpower the fashion statement. Simple silver rings, chains and earrings or matching colorful accessories are clued in.

Hats add extra flair. Lauren owns about 15 ranging in color from beige to blue.

### Clueless Attraction:

The mall. Lauren shops about three times a week. Sheena and Lisa go about twice a month.

Hotspots? Anywhere with the latest looks. Try Claire's Boutique, Weathervane, Rave and Deb Shops.

P.S.: Don't think that Clueless girls lack in the brain department. Don't let their fashion sense fool you. Quite often they're skillful students and shoppers. It's just a matter of wearing what feels good, says Lisa, "I just like to dress up."

### The Everything style

### The Look:

A little bit of this, a little bit of that. Ranging from platform shoes ('70s fanatic), khakis (preppy look), band shirts (skateboarder style).

### The Message:

Middle-of-the-road or "just whatever was clean," says Shannon Spelman, a 14-year-old Bishop Ludden High School freshman waving a hand over her skateboarder-style wide-legged jeans, hippie tie dye T-shirt and Nike Airs.

### Everything Accents:

Denim for days. Charlene Drake, a 17-year-old senior at Phoenix High School, owns 10 pairs - wide-legged, straight-legged and all shades of blue. And the multi-purpose denim top goes with everything from a long, flowing skirt (prairie girl fashion) to sweat pants and sneakers (chillin' mode).

For the fellas, baseball caps (with the duckbill rim), T-shirts, jeans and polo-style shirts, says Chris Gleister,

a 14-year-old freshman at Onondaga Central High School.

Guys and girls can stock up on sneakers. Unlike other fashions, brand loyalty is minimal, so you can maintain style and savings.

Charlene cautions to keep the accessories simple. No door-knocker, clunky gold earrings or nameplate necklaces.

And body piercing is way too extreme.

She wears studs or small hoops in silver or gold.

Everything Attraction:

Not much - including their style - is dramatic or daring.

They're the all-around student and do well in most classes.

With one of those slow "coooool duuude" nods, Lindsay says those with the Everything style are low-key about life.

"We take it as it is."

**GRAPHIC: PHOTO;** Photos by staff photographer Al Campanie; Stylin' and Profilin', from left, are Brandon Boyer, Jennifer Edwards,; Siobhan Smith and Talia Mendillo. All footwear provided by models.; Color.; Siobhan K. Smith, 17, a 1997 graduate of Fulton High School, sits in; the summer sun wearing wide-legged Inco jeans (\$60), a peach Inco top; (\$24), an Absolutely cotton long-sleeved sweater (\$28) and; skateboarder style sneakers ( \$55). She also sports beaded neckware; (\$5) and Riviera shades ( \$30). Color.; Brandon Boyer, a 14-year-old freshman at West Genesee High School; sports black Hugo Boss jeans (\$50), a white, black and lime green; Urban Circuit top (\$32), Nike Air Hawks (\$125) and a Nike cap ( \$15).; He totes books in a black Nike backpack (\$26). Color.; Skateboarding? AS IF! Talia Mendillo, a 16-year-old sophomore at; DeRuyter High School, watches as Siobhan tries a new style of; skateboarding. Talia wears a lime green flowery Byer Tool minidress; (\$49.99), an orange scarf ( \$10), matching beret (\$8) and off-white; heels (\$29.95). She also carries an off-white patent-look Rosetti; purse (\$20). Color.; Just Coolin'. Jennifer Edwards, a 17-year-old senior at Baker High; School, takes it easy in Paris Blues jeans (\$38), an orange Arizona; shirt (\$16), a matching orange Kangol (\$69), a Levi's jean shirt; around her waist ( \$42) and a denim Carpet Bags of America book bag; (\$22) beneath her head. Her feet are also dipped in denim (\$32). She; also wears blue and orange rings (\$4.99) and matching necklace (\$6).

**LOAD-DATE:** January 30, 2003

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

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**BREAKING: NAUTICA: MARINE DENIM GOES URBAN** Advertising Age August 11, 1997

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Advertising Age

**August 11, 1997**

**SECTION:** News; Pg. 27

**LENGTH:** 54 words

**HEADLINE:** BREAKING: **NAUTICA:** MARINE DENIM GOES URBAN

**BODY:**

City scenes form the backdrop for a series of spots that broke Aug. 4 for **Nautica** Marine Denim Jeans, **Nautica's** first ever apparel spots. Anne Taylor Davis Communications and Icon Pictures, both New York, teamed up to target urban youth in the 30- and 60-second spots, which are airing on cable in 15 major markets.

**LOAD-DATE:** August 14, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [1]

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#)) .

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*READY, SET, SHOP / NEW TEMPTATIONS ABOUND FOR FASHION-CONSCIOUS CONSUMERS* Newsday (New York) August 14, 1997, Thursday,

Copyright 1997 Newsday, Inc.

# Newsday

Newsday (New York)

**August 14, 1997, Thursday, ALL EDITIONS**

**SECTION:** STYLE FILE; Page B17

**LENGTH:** 951 words

**HEADLINE:** READY, SET, SHOP / NEW TEMPTATIONS ABOUND FOR FASHION-CONSCIOUS CONSUMERS

**BYLINE:** By Anne Bratskeir. Anne Bratskeir writes frequently about fashion for Newsday.

## **BODY:**

A shoeshine and a smile - the basic ingredients of old-fashioned salesmanship and customer service.

You can get both, plus 160,000 pairs of shoes, fashions from designer to moderate, and a bottomless 25-cent cup of coffee at Nordstrom, the Seattle-based retailer which opens its 225,000 square-foot store at Roosevelt Field tomorrow.

The addition of Nordstrom is raising the stakes of the retailing game in Roosevelt Field, and shoppers are likely to be the big winners. Bloomingdale's is beefing up merchandise, building dramatic new outposts and retraining sales associates. Macy's is putting the finishing touches on a renovation.

Fashion-conscious shoppers are eager to dive in. "If I were looking for Cinderella's glass slipper, I bet I could find it at Nordstrom," says shoe-lover Paula Ptaschnik, 42, of Port Washington, who will be at the new store on opening day. Ptaschnik, who got her first taste of Nordstrom at its Paramus, N.J. location, can choose from the vast stock of shoes for women, men and children, in a great range of sizes and widths. But if you're happy with your old shoes, a buck and a quarter will buy you an in-store shine.

It is amenities like this that are indicative of, as Christina Southard, 45, of Manhasset puts it, "the kind of service our mothers used to get when they went to department stores." Elaine Kornspan, 36, of Syosset, says she sent in her Nordstrom credit card application minutes after receiving it in the mail. "Legendary service and a superior merchandise assortment - that's Nordstrom," she says. "There's always a salesperson waiting to help you and they make you feel it's worth spending your money there."

What does Nordstrom have that nobody else has? For one thing, there's a good selection of high-end designer clothing. There's the drop-dead Richard Tyler collection, luxurious Oscar de la Renta, and Donna Karan's sophisticated signature line. There's Versace, Thierry Mugler, Sonia Rykiel and Donald Deal. Exclusive to Nordstrom is the Greta Garbo collection, an elegant bridge line of tailored day wear, produced with permission from the star's heirs.



Fashion is the driving force at the store, so don't go looking for sheets, towels or furniture. But you will find a new twist on the department store beauty parlor - Spa Nordstrom. Forget preconceived notions of ladies in curlers under domed hairdryers. Nordstrom doesn't even do hair, but it does pamper and relax you with aromatherapy, reflexology, and five different massage techniques.

Finally, after shopping till you almost drop, you can refuel at one of four separate eateries: Cafe Nordstrom, The Pub, The Garden Court and the Espresso Bar. A bottomless cup of coffee at the Cafe costs a quarter.

Bloomingdale's has one restaurant, where a cup of java goes for \$1.19 (they do refill). Macy's has no restaurant. But look for Nordstrom to motivate major changes at the Roosevelt Field's other two anchor retailers. And look for the customer to benefit from the healthy rivalry.

"Retail is like building a cathedral," says Michael Gould, chairman and chief executive of Bloomingdale's. "It's never really finished. We keep trying to make it better, easier . . . for the customer. Obviously, with Nordstrom opening, we took it to another level." Bloomies has launched an intensive retraining program for salespeople to help improve the quality of service. The women's shoe department has been expanded to accommodate 40,000 pairs.

A "street of shops," a new grouping of some 20 manufacturers of contemporary sportswear aims to improve visual impact. This "store-within-a-store" showcases downtown looks such as Catalyst, BCBG, Parallel and Betsy Johnson. A groovy new outpost from designer Cynthia Steffe, for her new Cynthia line, has been installed closeby.

The new merchandising initiative "will highlight the contemporary sportswear manufacturers we think are best. It's a business we want to own," says Frank Doroff, Bloomingdale's executive vice president.

The many worlds of Liz Claiborne converge in an enormous new section at Bloomingdale's. Petites get bigger and better space, and a wider range of merchandise. In the men's department there are more suits and furnishings. And private labels gets new emphasis for both men and women. "It's exclusive merchandise," says senior vice president, fashion director Kal Ruttenstein, adding that it is designed by "some of the best minds in fashion."

The Macy's spread is also growing. A large-scale renovation will be mostly complete by tomorrow. According to store manager Patti Lee, "We have respaced the second floor and have added the latest and greatest new fixturing. There are enhancements for Polo Jeans, **Nautica** and Tommy Hilfiger, and a brand new DKNY shop." Like Bloomingdale's there is new emphasis at Macy's on a private label, called I.N.C., and an almost-completed "mega-shop" to showcase it.

Lee says the men's and women's shoe departments will be somewhat expanded, as will men's clothing. A new Louis Vuitton shop will debut soon. Lee looks at the Nordstrom opening in a positive light. "We're excited to have another anchor down at our end of the mall," she says.

Nordstrom store manager Dan Craig sees the retailing rivalries as a plus, as well. "We really like to be in malls that have great competition. The better the competition, the harder we're going to work."

In fact, Nordstrom may be good for everybody. "When a Nordstrom comes to town everybody steps up the level of service," says Sue Rolontz, the executive vice president of the Tobe Report on fashion and merchandising. "Everybody cleans up their act and puts on their best face. It is really good for an area."

**GRAPHIC:** 1) Cover Photo by Dan Lecca-Cynthia Steffe's new Cynthia line gets its own store at Bloomingdale's, where shoppers can find this velvet animal print coat, \$398. Cover Photos-2) A Nordstrom house brand, the Greta Garbo collection, offers this short herringbone jacket, \$450, worn with stretch velveteen jeans, \$150, and silk satin blouse, \$165; 3) above right, silk chiffon scarves from the Garbo collection, \$88 each. 4) Right, a black leather coat, \$275, from Macy's I.N.C. line.

**LOAD-DATE:** August 14, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]

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*Wyoming Tribune-Eagle (Cheyenne, WY) August 17, 1997, Sunday*

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Wyoming Tribune-Eagle (Cheyenne, WY)

**August 17, 1997, Sunday**

**SECTION:** News

**LENGTH:** 554 words

**BYLINE:** Deldre Forster

**BODY:**

CHEYENNE I couldn't sleep the night before school started. The first day of school gave me too much to worry about.

I had major decisions to make.

Blue jeans and a sweater? Shorts or maybe a skirt? What about the cool jumper I have? What will my friends wear? What if I have a bad hair day?

What if that one cheerleader who weighs like 10 pounds has on the same outfit? What if that cute guy doesn't think I look good? What if that nerdy guy does?

I had to flip out.

The single most important thing about the first day of school wasn't remembering locker combinations, it was image.

What you were wearing the first time everyone saw you set the pace for the rest of the year.

This year's pace, according to one local store manager, is retro mixed with contemporary.

Retro like flared-leg or wide-leg jeans and contemporary like plaids or corduroy jackets, said Brenda Hill, manager of The Buckle.

Other fashion experts agree with Hill. The '70s aren't out of our system yet.

"The '70s trend has once again redefined itself with boot-leg cut and earthy plaid pants and gauzy embroidered tops," said Chris Daniel, trend director for Mervyn's California stores, in a copyrighted story in the Los Angeles Daily News.

In the same story, Fran Yoshioka, Sears fashion director, recommends blending plush, nylon, double-knit polyester, stretch velvet and velour, and denims with peace signs, flowers, and smiley faces, in a variety of color and pattern combinations.

Basically, don't be afraid to mix a polyester plaid skirt with a striped velour shirt. Add clunky-heeled shoes and maybe a pair of knee socks for good measure.

Hill said she predicts this year's top 10 vendors will be Lucky, Jco, Silver, Tommy, Mossimo, Calvin Klein,

**Nautica**, **Levi's**, **GX**, and **Legend**, most of which offer the age-old staple: denim.

Jeans are hot. Everything from flared-leg to boot-cut to straight-leg will be found on fashion plates in the school halls.

Even utility jeans, complete with side loops and tool pockets ready for paintbrushes and screwdrivers, or the more conventional school tools like pencils, are a can't miss, Hill said.

Flannel shirts, plaids and sweaters also are big hits again this year.

"Chenille, chenille, chenille," said Deanna Bauman, Joslins' personal shopper.

Mock knit tops, striped with dark colors like browns, dark reds and deep greens, or solids are hot sellers, too, she said.

Corduroy, especially frosty colored corduroy pants, skirts, shirts and jackets are big sellers, too, Bauman said.

Corduroy is so hot, Sandi Fields, assistant manager of Express, said if you can only afford to buy two new wardrobe items this year, pants or a skirt in that fabric should be one of them.

Going to school with only your clothes on is going to school only half dressed. Don't forget to accessorize.

Chokers, bracelets, anklets and rings are must haves, said Wendy Austin, manager of Afterthoughts.

"Everybody loves hemp," she added. Hemp necklaces, anklets and bracelets are big.

Rings can be huge, but keep earrings small. "Nothing huge and outrageous, except for the rings," Austin said.

Backpacks, with Nike swooshes and other sports logos for boys, or character packs for girls are the way to go, she said.

Purses that look like mini lunch boxes are another accessory girls shouldn't live without.

**LOAD-DATE:** November 13, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

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*WORTH NOTING The Record (Bergen County, NJ) August 20, 1997; WEDNESDAY; ALL EDITIONS*

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The Record (Bergen County, NJ)

**August 20, 1997; WEDNESDAY; ALL EDITIONS**

**SECTION:** BUSINESS; Pg. B03

**LENGTH:** 319 words

**HEADLINE:** WORTH NOTING

**COLUMN:** WORTH NOTING

**BYLINE:** The Record

**BODY:**

INNER SPACE, And you thought you needed more closet space. The real estate division of Hartz Mountain Industries Inc. of Secaucus has leased almost 500,000 square feet of warehouse space to various clothing and apparel companies at its Secaucus and North Bergen locations.

The leases include more than 8,500 square feet to **Nautica** International of New York, more than 90,000 square feet to Marty's Shoes of Secaucus, and a 320,000-square-foot building to Pepe Jeans USA of New York. The space leased to **Nautica** represents **Nautica's** largest outlet.

Hartz Mountain has a portfolio of more than 20 million square feet of warehouse space within 12 miles of Manhattan.

"Secaucus has great benefits," says Emanuel Stern, president of Hartz Mountain's real estate division.

SMOOTH OPERATOR, David Seelinger, president and CEO of Emplre International, a Norwood-based limousine and transport company, has been named 1997 "Operator of the Year" by Limousine & Chauffeur magazine.

"This was one of the closest competitions in the eight-year history of the award," says Sara Eastwood-McLean, publisher.

Operators were judged on the basis of staff training, safety records, service innovation, customer relations, and civic and industrial involvement.

Seelinger's company won points for being what Eastwood-McLean calls a "conclerge operation on wheels."

Empire serves more than 100 markets in the United States and Europe

and can order theater or concert tickets for customers in any one of those cities before the customers arrive.

"It's a great asset if you're entertaining business partners," Seelinger says.

The magazine also cites the company's community work.

"Every year, we drive underprivileged kids from an Archdiocese of Newark-sponsored home to the circus," Seelinger says. "It's a chance for our company to give back to the community."

**LOAD-DATE:** August 20, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*FASHION IS BACK IN SESSION COMFORT RULES WHEN CHOOSING CLOTHES FOR THE CLASSROOM*  
*Dayton Daily News (Ohio) August 22, 1997, Friday,*

Copyright 1997 Dayton Newspapers, Inc.  
Dayton Daily News (Ohio)

**August 22, 1997, Friday,**

**SECTION:** LIFESTYLE, Pg. 1C

**LENGTH:** 678 words

**HEADLINE:** FASHION IS BACK IN SESSION COMFORT RULES WHEN CHOOSING CLOTHES FOR THE CLASSROOM

**BYLINE:** Meredith Moss DAYTON DAILY NEWS ;

**BODY:**

Carleen Turner is emphatic about this: 'If my children don't like how it feels, they won't wear it.'

The Oakwood mother of three speaks for lots of other moms and dads. According to a recent survey by Land's End Kids, when it comes to back-to-school shopping, comfort is even more important than price or fashion combined. 'They have to sit still and pay attention - and it's hard to do that if they're not comfortable,' says Turner.

Her 6-year-old son, Brent, insists on picking out his own clothes.

'If I pick it out he won't wear it,' his mom says. Brent typically opts for the classics: jeans, corduroys, polo shirts, sweaters. He says they're all comfortable. 'And shoes like this,' he adds, pointing down to his favorite Nike gym shoes.

A sale shopper, Turner looks for quality and clothing that will last. 'Last year I bought him five pair of Lee jeans in different colors at Kohl's,' she says. 'Now they all have holes in the knees so they need to be replaced, but he wore them every day for the whole school year.'

The Turners shop at children's specialty stores such as Gymboree as well as department stores like McAlpin's and Elder-Beerman. They sometimes head for garage sales and consignment shops as well. Turner also likes Kelley's Kids, the line of classic appliqued clothing sold through home parties. Many of the separates are made of cozy cotton fleece.

'I hate trendy looks on little children,' she adds. 'I want them to look like children while they're young.' Sharon Buse, owner of Mariannette in Troy, says clothing for kids can be both comfy and fashionable. 'Feel this fabric,' she says, lifting the hem of a pretty floral swing dress made of ultra-soft flannel. Kids, she says, love beefy corduroys, velours, cottons, denims, fleece. Polar-Tec has also become very popular. As for themes, sports traditionally provide inspiration for boys fall fashion - in-line hockey, football, ice hockey and soccer.

Girls' fashions this season have been influenced by popular television shows such as Clueless and Sabrina. 'Those Friday-night shows have had a real impact on little girl's fashions,' Buse says. 'The characters wear dresses, matching outfits.' Spring's strong citrus colors have been toned down for fall - softer yellows, greens, pumpkins. Look for browns and rusts, reds and hunter greens. 'Kids of every age love purple,' Buse

says.

According to Fran Yoshioka, director of fashion and design for Sears, the allure of the '70s is very strong for teens this season. She says they'll be choosing bell-bottoms, tie-dyes, polyester and pleather.

'They love the ease of knits, the feel of plush, and pleather which gives them the look of leather on a teen budget,' she says. They'll top it off with fitted tie-dyes in navy, green and browns, space dyed sweaters and bell sleeve tops with cut-away front in poly prints and panne velvets and embroideries.

Popular accessories this Fall will be berets, lug-soled boots, backpacks.

Josh Ocampo of Troy says junior high boys his age look for name brands such as Nike, **Nautica**, Levi's and Hilfiger. But Troy pediatrician Norma Pattugalan says the emphasis on labels can put unnecessary pressure on teens as well as their parents. 'I favor uniforms for older children,' she says.

She reminds those shopping for younger children - especially nursery school parents - that the most important thing in buying clothing is safety and comfort. She says a decorative string or ribbon, for example, might get entangled around a child's neck; loose buttons might end up in a toddler's mouth. Though back-to-school sales are in full-swing, not all shoppers are already scouting the stores. The Turner family, for instance, typically waits until just before school starts to shop.

'Going back to school should be fun,' says Carleen Turner. 'One way to get Brent excited about it is to let him pick out some new clothes just before school starts. 'Besides, if I pick it out, he won't wear it!'

CONTACT Meredith Moss at 225-2440 or by e-mail at [meredith\\_moss@coxohio.com](mailto:meredith_moss@coxohio.com)

**GRAPHIC: PHOTO:** Dayton Daily News photographer Jim Witmer SHOPPING TRIP Brent Turner likes picking out his own clothes and enjoys dressing just like his dad. On a shopping trip to McAlpin's, with his mother, Carleen, he selects a plaid shirt with denim collar (\$ 26) and khaki pants (\$ 24). Both by Duck Head. Last year he wore penny loafers every day to school. These are McAlpin's store brand, 955 Originals. (\$ 34.99). AT BAT Josh Ocampo in jean shorts (\$ 34.50) and jacket (\$ 70) both by **Nautica**. Design Graphics sport motif shirt (\$ 19.50). Fashions from Mariannette in Troy. About our models Emily Ames is a senior at Alter High school and is from Kettering. Joe Berger is from Vandalia and will be a freshman at Indiana University. Corey Brown is a first-grader at Holy Angels Elementary School in Sidney. Marisa Brown is a sixth-grader at Northwood Middle School in Sidney. Betsy Buse is a fourth-grader at Miami East South Elementary School in Troy. Duncan Clark is a student at Effica Montessori in Centerville. Elizabeth Kline is a second-grader at Troy Christian Elementary School. Cayleigh Hopkins is in kindergarten at Smith Elementary School in Oakwood. Josh Ocampo is a seventh-grader at Troy Junior High School. Megan Reimer is a second-grader at St. Peter's Elementary School in Hamilton. Kylee Reimer is a third-grader at St. Peter's Elementary school in Hamilton. Brent Turner is a first-grader at Harman Elementary School in Oakwood. Joshua Westfall is a third-grader at Heywood Elementary School in Troy. BETWEEN CLASSES Joe Berger in a striped shirt by Polo by Ralph Lauren (\$ 68) and Levi's wide leg jeans (\$ 50). Emily Ames models a sand corduroy double-breasted jacket by At Last & Co. (\$ 38), Levi bootcut jeans (\$ 46), short sleeved mock-turtleneck by Palmetto's (\$ 32) All from Elder-Beerman. READY FOR RECESS Left to right: Megan Reimer is ready for school in a hunter green wide-wale corduroy vest (\$ 24), berry plaid skirt (\$ 19.99) and cream turtleneck (\$ 14.99). Duncan Clark models a basketball jog top (\$ 25.99) and pants (\$ 16.99). Cayleigh Hopkins is ready to play house in her fleece 'playhouse' romper (\$ 33.99) and yellow turtleneck (\$ 14.99). Kylee Reimer stays cozy in a light blue fleece ballet embroidered jog top (\$ 25.99), pink checked pants (\$ 16.99) and pink checked turtleneck (\$ 15.99). All from Kelly's Kids catalog. For more information on the line, call Linda Clark at 291-0439. Photographs were taken at John Hole Elementary School in Centerville, Heywood Elementary School in Troy and McAlpin's Dayton Mall by

**LOAD-DATE:** August 26, 1997

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*EQUIPMENT FINANCIER OPENS OFFICE Richmond Times Dispatch (Virginia) August 25, 1997, Monday,*

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Richmond Times Dispatch (Virginia)

**August 25, 1997, Monday, CITY EDITION**

**SECTION:** METRO BUSINESS, Pg. D-11

**LENGTH:** 611 words

**HEADLINE:** EQUIPMENT FINANCIER OPENS OFFICE

**BODY:**

Springs Leasing Corp., which recently acquired Wimbish Financial Services, has opened an office at 9030 Stony Point Parkway, Suite 490. Springs provides financing for equipment and vehicle leasing for small businesses. It is a subsidiary of Charlotte, N.C.-based The Springs Co., which is also the parent company of Charter Properties Inc. in Richmond.

**OPENINGS, NEW BUSINESS**

Bob Matthews has opened Bob's Hair Shop, a family hair care service, at 8096 Mechanicsville Turnpike in Mechanicsville. He had owned Hair Fair at Azalea Mall and Major's Hair Designs in Fairfield Commons Mall.

Robert F. Watkinson is president of a new business, The Edgewood Group, at 8704 Melwood Lane in Richmond. The Edgewood Group is a strategic partner with ICF Kaiser International Inc. and its subsidiary, ICF Information Technology Inc. of Fairfax. Edgewood markets human resource, legal and productivity software applications developed by ICF and consulting services for medium-to-large-sized companies.

**EXPANSION**

Capri Jewelers will open its third store at Powhatan Plaza Sept. 1. This is the first of three expansion sites the company has planned. The others will be in the Virginia Center Commons area and at Monticello Marketplace in Williamsburg.

**RELOCATION**

Virginia Carolina Controls Co. Inc. is moving Sept. 2 to 201 Granite Springs Road in Richmond.

**NEW SERVICE**

Raytheon Engineers & Constructors has expanded its Richmond services to include full-service capabilities for the pulp and paper industries and has named J. Michael Rogers pulp and paper product line manager. J. Phillip Wilson is general manager of Raytheon's Richmond office.

The University of Virginia has opened its Center for Executive Development, a continuing education program that focuses on executive leadership development. This includes management skills and team building and educational skills such as engineering, environment, banking and health care. Sessions can be held through interactive video conferences, broadcast via television or transmitted via satellite.



## CONTRACTS

**Nautica** Apparel of New York has reached an agreement for Decorite Inc. of Ashland to provide products for **Nautica's** Home Collection line. Decorite makes decorative accessories such as pillows, chair pads, bar stool cushions and gift pillows.

Classic Kitchens of Virginia Inc. has become the exclusive dealer in Virginia for SieMatic European kitchen cabinetry. SieMatic Corp., based in Bensalem, Pa., is a member of the Lohne, Germany-based SieMatic group of companies.

Pyramid Studios has created a sales-active CD-ROM to be distributed for international usage for Westinghouse. The program includes a combination of digital video, animation and graphics. Pyramid also has received a contract to design a Web site for Concert Communications Services, a strategic partnership between MCI and British Telecom. Pyramid is to make the Intranet web site accessible to existing customers.

## DISTINCTIONS

Richmond Goodwill Industries Inc. has received a three-year accreditation for its employment services from the Commission on the Accreditation of Rehabilitation Facilities. The specific programs receiving accreditation were employee development services, employment skills training services, organizational employment services and community employment services. Company News, published each Monday, reports on local company formations, business relocations and expansions, awards and significant contracts. Send information to: Company News, Metro Business, the Richmond Times-Dispatch, P.O. Box 85333, Richmond, Va. 23293-0001; Fax: (804) 775-8141.

## GRAPHIC: PHOTO

**LOAD-DATE:** August 27, 1997

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) [i]

Terms: [nautica](#) and [date](#)(geq (1/1/1997) and leq (12/31/1997)) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*THE MEDIA BUSINESS: ADVERTISING -- ADDENDA; Miscellany The New York Times August 28, 1997,  
Thursday, Late Edition - Final*

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The New York Times

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**August 28, 1997, Thursday, Late Edition - Final**

**SECTION:** Section D; Page 6; Column 4; Business/Financial Desk

**LENGTH:** 51 words

**HEADLINE:** THE MEDIA BUSINESS: ADVERTISING -- ADDENDA;  
Miscellany

**BYLINE:** By Stuart Elliott

**BODY:**

\* **Nautica** division, **Nautica** Enterprises, New York, signed the basketball star Glen Rice of the Charlotte Hornets as the first professional athlete to endorse its **Nautica** Competition line of sportswear and basketball shoes. A campaign by Anne Taylor Davis Communications, New York, begins next month.

**LOAD-DATE:** August 28, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))


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*Designers, top brands to drive 2d-half apparel growth: analysts. some gains seen for talored clothing as casual dressing slips; tailored, second half 1997, apparel brands Daily News Record August 29, 1997*

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Copyright 1997 Capital Cities Media Inc.  
Daily News Record

**August 29, 1997**

**SECTION:** No. 104, Vol. 27; Pg. 10; ISSN: 1041-1119

**IAC-ACC-NO:** 19715541

**LENGTH:** 1068 words

**HEADLINE:** Designers, top brands to drive 2d-half apparel growth: analysts. some gains seen for talored clothing as casual dressing slips; tailored, second half 1997, apparel brands

**BYLINE:** Picard, Diane E.

**BODY:**

Despite some slowed growth in the men's collections business, Wall Street analysts are expecting the second half to continue trends of strong apparel growth.

Top companies such as Polo **Nautica**, Tommy Hilfiger and Polo Ralph Lauren will continue to shine, providing the cachet of well-known brands combined with quality merchandise, according to the Street.

Brenda Gall, with Merrill Lynch, attributed this return to solid brand names to the strength of the "baby-boomer" generation.

"The 45-and-older population is the largest spending group at the moment," she said. "They want quality in their apparel, they have the money and are willing to spend for the brands that appeal to them."

Both Allison Malkin, at Dillon Read, and Gall agreed that manufacturers are switching back to a more "understandable and accessible" styling.

Another trend that will continue to emerge in coming months is the growth of the dominant apparel manufacturers, who continue to increase market share, making it more difficult for small- and medium-sized firms to compete for business from department store chains.

Fashion-wise, casual dressing is taking a slight downturn, which will eventually lead to a gain in the tailored clothing business, said Jay J. Meltzer, managing director at LJR/Redbook Research. "Looking ahead, men's wear is going to be all right," Meltzer said. However, he noted that toward the end of the year, and into 1998, rising wool costs will start to affect the tailored clothing business.

"In the collections business, growth is slowing down, as the market has been filled," he said. "[But that's] a normal situation."

No-name basic apparel makers have not fared well, said Carol Pope with J.P. Morgan. "There has been price

competition, and licensed names are starting to matter more in this field." She noted that some of the basic apparel manufacturers are switching to branded apparel from commodity items.

Redbook's Meltzer said, "Overall, the industry looks to be recovering. A year ago this industry was in trouble, so now we are seeing easier comparisons." He added, however, that the changes are "not yet visible" as design changes have yet to reach consumers. "The outlook is good, or at least as good as it can be in a tough business like this -- small and medium-sized companies are still struggling for market share against the big players."

"The second quarter was a good building block on top of a strong first quarter, which will result in solid results for 1997," Pope, said. However, "the second half will face tougher comparisons, and results might not appear as strong."

In a survey of 34 apparel manufacturers, earnings for the second quarter jumped 32.7 percent, to \$ 429.4 million from \$ 323.6 million, as many firms recovered from year-ago losses. Sales inched ahead 2.9 percent to \$ 7.63 billion.

For the six months, earnings climbed 31 percent to \$ 870.1 million, while sales increased 3.1 percent to \$ 14.8 billion.

Gall noted that Polo Ralph Lauren should earn 43 cents in the September quarter (against 33 cents). For the full year it is expected to earn \$ 1.13 (against 89 cents).

Malkin expects **Nautica** to earn 48 cents (against 37 cents) in the quarter and \$ 1.28 (against \$ 1.02) for the year. Tommy Hilfiger should earn 88 cents in the quarter (against 72 cents) and for the year, earn \$ 2.75 (against \$ 2.28), Gall said.

VF Corp. is expected to earn \$ 1.54 in the quarter (against \$ 1.42) and \$ 5.18 for the year (against \$ 4.64).

Haggar is expected to report third-quarter operating earnings of 42 cents from operations, compared to 36 cents last year, Meltzer said. However, for the year he expects operating earnings of 40 cents a share, compared to 78 cents last year.

Pope sees Warnaco earning 60 cents in the third quarter, compared to 47 cents before special items, and \$ 1.88 in the year (against \$ 1.51).

Meltzer said he expects Phillips-Van Heusen to earn 10 cents the third quarter, compared to 8 cents. For the year, he expects earnings of 73 cents in the quarter compared to 69 cents last year.

He noted that Farah's third-quarter earnings are expected to rise to 10 cents a share, from last year's 7 cents. For the year he expects earnings to surge to 55 cents from 5 cents. He noted his estimates are operating earnings.

Oxford Industries should earn 45 cents in the quarter, compared to 40 cents last year, Meltzer said. For the year he expects it to earn \$ 2.60 compared to \$ 2.25.

However, notable exceptions in the improved earnings picture for most major apparel firms this year are Donna Karan International, Designer Holdings and Guess. Fruit of the Loom is also expected to show a decline for the third quarter and the year in the face of an inventory glut in activewear and heavy price competition. Pope said she expects Fruit of the Loom to earn 30 cents in the third quarter (against 63 cents) and \$ 1.30 for the year (against \$ 1.98).

Gall said that given the weak performance of Donna Karan International so far this year, she did not have a third-quarter estimate, but expects the firm to report a loss of 55 cents for the year. The company earned 59 cents last year. However, Faye Landes, analyst with Smith Barney, said she agrees with the company's

estimate that it will earn 1 cent in the quarter (against 61 cents). For the year she agrees with Gall, expecting the 55-cent loss.

Designer Holdings' earnings in the third quarter should drop to 7 cents a share from 35 cents last year, according to Gall. For the full year, she expects earnings to be in the range of 36 to 48 cents. It earned 96 cents last year.

Gall also expects third-quarter earnings at Guess to dip to 33 cents a share from 38 cents in the year-ago quarter. For the full year, she expects \$ 1.10, down from \$ 1.23 last year. Meanwhile, activewear maker Russell Corp. is expected to earn 70 cents in the third quarter (against 63 cents) and \$ 2.05 in the year (against \$ 2.11).

Another activewear company, Starter Corp., which warned that the poor environment would result in lower earnings for the year, is expected to earn 23 cents (against 40 cents) in the third quarter but should report a loss of 20 cents for the year, compared to earnings of 7 cents last year.

Tultex is expected to earn 50 cents in the third quarter, (against 43 cents) and 70 cents in the year (against 53 cents).

**GRAPHIC:** Table; Illustration

**IAC-CREATE-DATE:** September 12, 1997 .

**LOAD-DATE:** September 15, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*Men's fragrances waft a long way, baby Rocky Mountain News (Denver, CO) September 4, 1997, Thursday*

Copyright 1997 Denver Publishing Company  
Rocky Mountain News (Denver, CO)

September 4, 1997, Thursday

**SECTION:** SPOTLIGHT ON STYLE; Ed. F; Pg. 5D

**LENGTH:** 251 words

**HEADLINE:** Men's fragrances waft a long way, baby

**BYLINE:** Jackie White; The Kansas City Star

**BODY:**

As a social commentary on our times, consider how far men's fragrances have traveled.

In the old days, any product had to be presented in macho tough-guy terms. Even the softest images depicted a weather-leathered, windbreaker-clad male sailing bravely against nature's forces.

Then came the sex thing (Eternity), status appeal (Polo and Michael Jordan) and action (**Nautica**). But here in the gentle '90s, we have also turned to gender blenders. Besides unisex scents such as CK, there are men's scents with the same names as women's perfumes. Look at Opium for Men, Tiffany for Men and Estee Lauder's new launch, Pleasures for Men, so named for the successful women's scent.

The advertising image features a man relaxed lazily in a hammock on a sunny day with a small sleeping boy curled comfortably into his chest. The promotional copy reads: "Some things transcend gender, like the freedom of having some time that is entirely your own." The state of mind captured for women, it says, is captured for men in an "unmistakably masculine fragrance." So there.

Meanwhile, for men in the market for new smells, Hal Rubinstein, author of *Paisley Goes With Nothing*, advises relying only on your own judgment. Spray on a few fragrances at the store counter, then walk to another part of the store or outside, away from other smells. After 10 minutes, sniff.

"Remember," he writes, "It's not after-shave. You're not supposed to know it's there unless you check." Most women would agree.

**LOAD-DATE:** September 5, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*Nautica Enterprises to acquire golf apparel firm; E. Magrath Apparel, green-grass resource, will function as a separate division. Daily News Record September 5, 1997*

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Daily News Record

September 5, 1997

**SECTION:** No. 107, Vol. 27; Pg. 1; ISSN: 1041-1119

**IAC-ACC-NO:** 19734605

**LENGTH:** 468 words

**HEADLINE:** **Nautica** Enterprises to acquire golf apparel firm; E. Magrath Apparel, green-grass resource, will function as a separate division.

**BODY:**

**Nautica** Enterprises Inc. has reached an agreement in principle to acquire The E. Magrath Apparel Co. When the purchase is completed, the golfwear firm will be a separate division and will not produce any **Nautica** merchandise. The purchase price was not disclosed.

Harvey Sanders, chairman and CEO of **Nautica** Enterprises, and Jimmy Haggar, Magrath president, made the announcement at a press conference Thursday in Irving, Tex., where E. Magrath is based.

E. Magrath designs, markets and distributes golf sportswear under its E. Magrath label and the licensed Byron Nelson brand. Golf shirts under the Magrath label retail from \$ 40 to \$ 62. Byron Nelson shirts run from \$ 65 to \$ 95.

According to industry sources, Magrath's 1996 volume was \$ 6.2 million, up from \$ 4.5 million in 1995.

"We think that this will make **Nautica** the dominant resource in golf," Sanders said at the press conference. "Our business, the apparel business, is all about product. We have always dealt with quality. E. Magrath and Byron Nelson epitomize quality and good taste.

"We are ecstatic over the opportunity to team with The E. Magrath Apparel Company, Jimmy Haggar, Byron Nelson and this rich tradition in golf. The combination of our resources and expertise will allow **Nautica** to become a dominant force in the golf apparel industry."

But Sanders stressed the Magrath business will be run separate from **Nautica's** other golf line.

In a telephone interview after the press conference, Haggar said Magrath had not been up for sale, but he was impressed by **Nautica's** leadership.

"It seemed like a magnificent fit," Haggar told DNR. "It's a real great deal for both companies."

Haggar reiterated that Magrath will not produce any product under the **Nautica** label. "We're just acquired and funded by **Nautica**," he said.

Ninety percent of E. Magrath's distribution is to resorts and pro shops, with the balance in specialty stores, Haggar said.

Sanders was travelling immediately following the press conference and could not be reached for further comment.

At the press conference, Haggar said he had the vision to start the company eight years ago and four years ago approached golf legend Byron Nelson. "We have integrity and quality in two labels now and are very excited about the acquisition of our company and these labels by **Nautica** Enterprises," he said.

Nelson, who recorded 11 straight PGA tournament wins, said: "I've always prided myself on being associated with the right people: First with Jimmy Haggar and now with Harvey Sanders and **Nautica**. When I see people wearing the shirts with my logo on it, it makes me feel very humble and very proud."

The acquisition is subject to the execution of a Definitive Asset Purchase Agreement and the satisfaction of certain other conditions.

**IAC-CREATE-DATE:** September 15, 1997

**LOAD-DATE:** September 16, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*DIGEST; WESTLAKE'S MILLER UNDECIDED ON FOOT SURGERY Los Angeles Times September 6, 1997, Saturday,*

Copyright 1997 Times Mirror Company  
Los Angeles Times

**September 6, 1997, Saturday, Valley Edition**

**SECTION:** Sports; Part C; Page 12; Zones Desk

**LENGTH:** 920 words

**HEADLINE:** DIGEST;  
WESTLAKE'S MILLER UNDECIDED ON FOOT SURGERY

**BODY:**

Westlake High volleyball player Courtney Miller has been second-guessing her decision to have surgery on her left foot and possibly end her senior season.

Miller did not practice Friday but said she isn't as certain she wants to have surgery to remove a bone fragment.

"I'm so indecisive right now," said the 6-foot-2 opposite hitter, who is being recruited by several universities. "I've changed my mind so many times the past few days."

If Miller opts for surgery, she likely will miss the regular season but have a chance at returning for the playoffs.

If Miller postpones surgery, the condition could deteriorate.

"If I wait until December, I have a chance of breaking it further and making it worse," Miller said. "I don't know."

"It's my senior year. I want to play. But I think they're going to do fine whether I'm playing or not."

Miller, who expects to decide in the next couple days, broke the foot playing basketball as a freshman. It failed to heal properly, but only recently has it started to irritate her.

**COLLEGE**

Pepperdine men's golf Coach John Geiberger, who guided the Waves to the NCAA championship last spring, has been named the university's 1996-1997 coach of the year.

Gaylen Matsumura, a three-year letter winner on the women's golf team, was named the Pepperdine scholar-athlete of the year.

**TRIATHLON**

Steve Neale, 45, of Newhall has qualified for the Ironman Triathlon on Oct. 18 at Kailua-Kona, Hawaii. The event consists of a 2.4-mile swim, a 112-mile bike race and a 26.2-mile run.

\*

The **Nautica** Malibu Triathlon will take place Sunday at Zuma Beach at 7:30 a.m.

Several former Olympians will compete, including Amanda Beard, Dave Johnson, Ruth Wysocki and Steve Scott. Also competing will be model Kim Alexis, 1996 Miss USA winner Ali Landry and Alexandra Paul of "Baywatch."

The triathlon benefits the Pediatric AIDS Foundation.

#### FOOTBALL

Admission for Royal High's season-opening freshman and sophomore football games on Thursday at the Highlanders' new stadium will be \$ 5 for adults and \$ 3 for children under 12.

Royal students with ASB cards will be admitted free. The freshman game is scheduled for 4 p.m. with the sophomore game will follow at 6 p.m.

#### SOFTBALL

The Southern California Stealth will hold softball tryouts for girls 16 and under Sept. 14 at Chaminade Middle School from 10 a.m. until noon. Information: (818) 551-8582.

#### MOTOR SPORTS

Castaic Lake will be the site of the SOLAS Western Championship personal watercraft races today and Sunday. Racing begins at 10 a.m. both days.

The event is the second-largest of its kind in the U.S., behind the World finals in October at Lake Havasu, Ariz.

\*

Alex Harris of Simi Valley, who last weekend posted his seventh victory in 11 U.S. Auto Club three-quarter Midget races this season, leads the Western States TQ Midget points standings with 449 points.

\*

U.S. Auto Club Midget race cars will be featured tonight at Ventura Raceway. Among the drivers expected to compete are Billy Boat of Glendale, who raced in the Indianapolis 500 earlier this year, as well as Simi Valley resident Rick Hendrix and USAC Midget points leader Ricky Shelton.

Racing begins at 6 p.m. with qualifications, and the first race is scheduled for 7 p.m.

#### BOXING

Area boxers Don Goodwin of San Fernando, Rex Saldana of Van Nuys and Dario Lopez of Westlake will compete in separate bouts tonight at Paolina Boxing Club in Los Angeles.

Goodwin (6-7 with five knockouts) will face Fidel Avendano of Mexico (44-8, 26 KOs) in an eight-round

super-middleweight bout. Saldana (2-2) will face Angel Ogas of El Monte (1-1) in a four-round junior lightweight bout. Lopez (0-4) will face Isreal Lopez (3-0) in a four-round super-flyweight bout.

**LOAD-DATE:** December 21, 1998

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[1\]](#)

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*Lawyer busts those who steal intellectual property Charleston Gazette (West Virginia) September 07, 1997, Sunday*

Copyright 1997 Charleston Newspapers  
Charleston Gazette (West Virginia)

**September 07, 1997, Sunday**

**SECTION:** News; Pg. P6A

**LENGTH:** 739 words

**HEADLINE:** Lawyer busts those who steal intellectual property

**BYLINE:** Alliah D. Wright THE ASSOCIATED PRESS

**BODY:**

PHILADELPHIA - From his corner office overlooking City Hall, attorney

M. Kelly Tillery battles pirates pirates who steal other people's

images, their ideas, their music, their movies.

Don't pity the little guy on the street, selling gritty copies of "The

Empire Strikes Back" or shabbily made fake **Nautica** Apparel at \$ 10 a

pop, he says.

"They know exactly what they're doing."

It's called intellectual property theft, and the 42-year-old Tillery

is considered a pioneer among IP attorneys.

Tillery's spacious office contains reminders of what he's fighting.

There's an imitation Rolex watch, a fake Polo baseball cap and a phony

Mighty Morphin Power Ranger. A boyish photo of crooner Tevin Campbell

peeks out from beneath a pile of counterfeit concert paraphernalia and

bogus brand-name jeans.

"People are injured," Tillery says. "Sunglasses shatter, shirts go up

in flames, airplane parts break; everything in the world is being

counterfeited - even baby formula."

He pulls out a T-shirt showing Michael Bolton's smiling face, and noxious fumes follow.

"You get a match near this and it will go up in flames in a second," he says.

Tillery began this work 17 years ago. As a novice attorney from New Orleans, he first went after bootleggers at a Black Sabbath concert. Since then, he has represented Fortune 500 behemoths, small entrepreneurs and even Michael Jackson.

When Tillery began, only a handful of lawyers in the country specialized in intellectual property theft. He now estimates that the ranks have grown to 15,000 to 20,000 attorneys.

"Kelly is certainly very well respected in the community of professionals who are concerned with fighting piracy and counterfeiting in the United States," says Nils Montan, a lawyer for Warner Bros., who helps protect the intellectual property generated by the Looney Toons characters, the Batman movies and TV shows such as "Friends" and "E.R."

Tillery helps Montan fight IP theft in Pennsylvania.

Few attorneys go as far as Tillery does. Early morning or late night may find him donning a wire and a bulletproof vest to lead a raid with federal marshals and state troopers, storming homes, warehouses, stores and trucks in search of illegally made goods.

The items are then held by authorities until suspects can be prosecuted or Tillery files a civil lawsuit.

Tillery's firm, Leonard, Tillery & Sciolla, which handles a broad range of intellectual property, business and casualty litigation, uses a nationwide network of informants, investigators and lawyers to root out bootleggers.

But mostly, says Tillery, his clients help him out. They spot their wares on the street, get angry and tell their personal lawyers or business managers, who then phone him.

The thefts hurt common taxpayers as well as celebrities.

"Our estimate is that counterfeiting may cost the United States \$ 200 billion a year," says Spring Thompson, communications director at International AntiCounterfeiting Coalition Inc., which promotes laws and regulations to render IP theft unprofitable.

"They do not pay taxes; they don't get business licenses; they're cheating you and me - the average citizen - in more ways than one," says Tillery, who sits on the IACC board.

Counterfeiting is illegal in every state, but the severity of the punishment differs depending on the number of offenses. Last October, Pennsylvania passed a felony statute against counterfeiting. In some states it's considered a misdemeanor.

"Normally the criminal authorities won't get involved unless it's a lot of money," Tillery says.

Criminal penalties can include five-year prison sentences and fines of up to thousands of dollars for the big guys, the producers and importers. But even if the thieves are caught, there's no guarantee of restitution.

Jann S. Moorehead, former general counsel for San Francisco-based Winterland Productions, the world's largest producer of rock 'n' roll T-shirts and other paraphernalia, says some offenders whom he fought successfully in court "did creative things with their assets" so that wouldn't have to pay.

"Often you're dealing with people who develop very complex systems to find out what the next hot property is going to be and evade law

enforcement or Investigators," Moorehead says.

**LOAD-DATE:** September 08, 1997

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) ☐

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*In school, clothes make the rapper - or raver* *The Gazette (Montreal, Quebec) September 9, 1997,*  
*Tuesday, FINAL EDITION*

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The Gazette (Montreal, Quebec)

**September 9, 1997, Tuesday, FINAL EDITION**

**SECTION:** NEWS; Pg. A6

**LENGTH:** 514 words

**HEADLINE:** In school, clothes make the rapper - or raver

**BYLINE:** SUSAN SEMENAK; THE GAZETTE

**BODY:**

The official uniforms imposed by school committees and enforced by teachers and principals are not necessarily the toughest dress codes in effect in Montreal high schools.

Students have their own unofficial, unwritten standards for dress - which prescribe everything from how to wear a baseball cap to the width of pant legs and the brand of running shoes the wearer dons.

**Stake Out Identities**

In high schools from east-end Montreal to the West Island and Los Angeles to Long Island, teenagers stake out identities for themselves based primarily on dress. Here's a sampling of some of the styles popular among Montreal youths:

- Ravers are most easily recognized by their wildly coloured hair, sometimes multi-hued and usually spiked. They wear the widest, biggest pants, slung precariously below the hips, crotch seam dangling by their knees. Shirts, too, are oversized. Other prominent features include nose and lip studs and eyebrow rings and multiple earrings. Tattoos are plentiful and highly visible.

- Rappers are loyal devotees of rap music. They sport very big pants, too, with one leg tucked into a sock. Giant hooded sweatshirts are de rigueur. Hair is intricately braided. Adornments include heavy chains and other bulky jewelry. Work boots are OK; so are Timberland boots. Basketball shoes are the footwear of preference - especially Nike, Fila or Reebok. But suede shoes will not do.

- Skaters are the teens who speed around at breakneck speeds on skateboards. Otherwise, they carry them under their arms as accessories. They, too, wear the ubiquitous baggy pants - not as loose as rappers, though, for safety reasons - but with cargo pockets at the sides. They wear only skater shoes, often suede, preferably with the brand names DC, Sheep or Etnies. Never Nikes. Baseball caps or woolen tuques top off the look.

- Posers are wannabe skaters. They have all the most expensive apparel and sometimes even carry skateboards. But they can barely skate and couldn't ollie and land on their feet if their lives depended on it. Posers are most easily spotted because they often wear the wrong footwear, namely Nikes or basketball shoes.



- Preppies live for nice clothes, expensive clothes. They strut around in white shirts, designer sweaters and polo shirts emblazoned with Tommy Hilfiger, **Nautica** and Polo insignia. Both guys and girls wear tight black pants, preferably Guess jeans. Males wear their hair slicked back. Girls wear platform shoes and jerseys, belly blouses or skinny sweaters and black spandex pants that flare at the bottom. And lots of lip liner.


#### Toughest Looking

- Punks are the toughest-looking teenagers. They sport requisite Doc Marten workboots, chains and black leather jackets. They have myriad earrings and studs and severely spiked and partially shaved hair in a vast array of colours.

- Then there are regulars, the most difficult group to identify. They generally wear loose, comfortable clothing, including Nike running shoes. But regulars display no distinct, easily characterized style traits.

**GRAPHIC:** Photo: DAVE SIDAWAY, GAZETTE / Lachine High teens show styles. From left, front row: rapper Aaron Sealy, regular Bryan Hebert, skaters Dave Bouthillier, Craig Cheverton. Back: skater Devin MacGillivray, regular Chris Pugh, skater James Bridgeman.

**LOAD-DATE:** September 10, 1997

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) 

Terms: [nautica](#) and [date](#)(geq (1/1/1997) and leq (12/31/1997)) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*Nautica lines up marketing push for Byron Nelson line Dallas Business Journal September 12, 1997*

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Business Dateline;  
Dallas Business Journal

**September 12, 1997**

**SECTION:** Vol 21; No 3; pg 16

**LENGTH:** 428 words

**HEADLINE:** Nautica lines up marketing push for Byron Nelson line

**BYLINE:** Welch Suggs

**DATeline:** Las Colinas; TX; US; Southwest

**BODY:**

LAS COLINAS - He's lost a few steps, but at age 85, Byron Nelson still has the build of an athlete. Rumor has it he even hits nine holes every once in a while.

Along with his health, the winner of 11 straight PGA Tour titles still has star quality. On Sept. 4, **Nautica** International Inc. announced it was purchasing E. McGrath Inc., an Irving-based company which markets Nelson's signature line of top-end golf clothes. The deal makes Nelson the oldest athlete in the country to have an endorsement deal.

Terms of the deal weren't disclosed, but Nelson said his benefit was vastly different from his playing days, which concluded some 50 years ago.

"If someone had asked me when I was 60 if I'd be endorsing clothes at 85, I'd have said, 'You're nuts,' " Nelson said, sporting a white, short-sleeved shirt in a diamond knit with a five-button placket and a pair of dark houndstooth trousers.

The enduring value of Nelson's name comes in part from the prominence of the eponymous PGA Tour stop. In May, some half a million spectators crowded the grounds of the Four Seasons golf course in Las Colinas to watch Tiger Woods defeat a loaded field just after his Master's victory.

Harvey Sanders, chairman and CEO of **Nautica**, was a bit more flowery about Nelson's marketability.

"The Byron Nelson name is a legendary foundation to build on," he said. "The taste level it infuses in the product is beyond belief." **Nautica** is capitalizing on the fastest-growing segment of the American consumer market for sporting goods.

The \$ 15 billion golfers spent on apparel, equipment and fees in 1996 represented a 92% increase over the preceding decade, according to the National Golf Foundation. More and younger people are getting into the sport, especially as Woods attracts kids and members of ethnic minorities to the links.

"The growth in golf has just been extraordinary," Nelson said. "The number of courses built last year was 300, or something like that. And every one fills up as soon as it's built. Another thing is that there's more

municipal, daily-fee courses, so it's not just people playing at country clubs."

The Nelson line won't necessarily be marketed to those players, though. Instead, Sanders said it would be targeted to the higher end of the market, largely sold through pro and specialty shops.

"We have always talked about controlled growth," Sanders said, drawing an analogy from another sport to distinguish **Nautica's** strategy from Nike's onslaught of Woods commercials and gear. "Nike is the sprinters, while we're the marathoners."

**UMI-ACC-NO:** 9810397

**LOAD-DATE:** October 10, 1997

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) [\[i\]](#)

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*YOU ARE WHAT YOU WEAR Sun-Sentinel (Fort Lauderdale, FL) September 17, 1997, Wednesday,*

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Sun-Sentinel (Fort Lauderdale, FL)

**September 17, 1997, Wednesday, SOUTH BROWARD EDITION**

**SECTION:** COMMUNITY CLOSE-UP, Pg. 14, NEXT GENERATION

**LENGTH:** 1027 words

**HEADLINE:** YOU ARE WHAT YOU WEAR

**BYLINE:** Erin Brown; Heather Rosenblum

**BODY:**

Preppy

\* General description: Preppies dress conservatively and casually. Preppy dressers wear plain or striped shirts, khaki pants and shorts, or blue jeans. Shoes range from hiking boots to sandals, Docksidors to sneakers. They rarely add accessories except the occasional belt. Their hair is clean-cut.

\* Brand names: Gap, Old Navy, Banana Republic, Ralph Lauren Polo, Dockers, Hush Puppies, any brand of sneakers.

\* Accessories: Belt and/or scrunchie or hair clip.

\* What they are interested in: Preppy students are very involved with school activities such as clubs and sports. Their music tastes are varied, including anything from alternative to mainstream, but many dislike country.

\* Price range: \$ 160 to \$ 200 for shirt, pants, shoes and a belt. BY ERIN BROWN Western High School Gothic

\* General description: Gothic clothing is at the extreme of the '90s fashion statements. From leather boots and vinyl pants to poet shirts and trench coats, the style of clothing is black and dramatic.

\* Brand names: Raevyn, Funhouse, Incarnation, BeGotten, Ercoll, Dark Garden.

\* Accessories: Jewelry: Silver rings, crosses, ankhs, chokers, rosaries. Makeup: white foundation, dark nail polish, dark lipstick, black eyeliner; hair dye; Victorian hats.

\* What they are interested in: Gothic art, Gothic music, Gothic drama, Gothic literature, Gothic philosophy, classical music, vampire role-playing games, and the study of the Victorian era, the 16th century and the Romantic movement.

\* Price range: \$ 260 for a poet shirt, vinyl pants and black leather boots. Accessories cost \$ 25 and up.

By ALEX KRASNE

## St. Thomas Aquinas High School Hip-Hop

\* General description: The hip-hop style centers on image, and the way you wear the clothing says a lot about you.

The baggy pants have to cover the tongue of the shoes. The shirts cannot be form-fitting. Undershirts are recommended. The shoes have to be a popular name brand and kept in mint condition. The hair has to be kept neat. You have to own at least one sports jersey. Gaudy gold or silver jewelry is out because it takes attention away from the clothes. Understated jewelry is OK. Cologne is a must but shouldn't be worn too heavily. You must be up-to-date with changes.

\* Brand names: Polo Sport, **Nautica**, Fila, Nike, Tommy Hilfiger, Wu-Wear, Perry Ellis, Timberland, Pelle Pelle, Mecca, Twism, Karl Kani.

\* Accessories: Oakley, Bolle or Versace eyewear, watch, understated gold or silver jewelry.

\* What they are interested in: Wu-Tang, Puff Daddy; football; baseball; basketball; swimming; soccer.

\* Price Range: \$ 120-\$ 300 for shoes, shirts and pants. Accessories start at about \$ 100.

## LISA MARCELLUS

### Ely High School Jeans: From rebel to respectable

You go to school together, you go to the movies together, you even went on your first date together.

Jeans are the foundation of many students' wardrobes, and they have been around for more than 140 years.

In the 1770s, jeans were worn by Italian sailors as work clothes, but it was not until 1853 that the blue jeans we know of were conceived by Levi Strauss in San Francisco. Strauss saw that mine workers needed strong pants, and stitched his first pair of overalls together.

As they grew in popularity, they were dyed with Indigo and pockets were added.

Still, it was not until the 1950s that the popularity of jeans skyrocketed among teens. It was at that time when James Dean, Elvis Presley and Marlon Brando demonstrated the true fashion appeal of jeans outside the mining industry.

In 1955, school officials began banning blue jeans in school. They complained about everything from their "juvenile delinquent" image to the destruction of desk seats by the rivets on the back pockets.

It was not until 1969 that blue jeans won the Coty American Fashion Critics Award and were deemed acceptable clothing.

Since then, jeans have morphed from the glamour jeans of the mid-1970s to the stone and acid-washed, ripped jeans of the 1980s and the designer jeans of today.

By CATHERINE BACHMAN

### American Heritage High School Retro

\* General description: Retro wear, also known as hippy wear, has returned. Back are flared jeans and bell bottoms, hip huggers, tie-dyed shirts, halter tops, hot pants, polyester, velour, platform shoes and clogs.

Here is what has changed: The hippies were making a statement about Vietnam and the government. Today women wear 1970s-style clothes to make a fashion statement.

- \* Brand names: Bongo, 5-7-9, Wet Seal, Cloud Nine, Blue Asphalt, Zanadi, Claires, Candles, Sketchers.

- \* Accessories: Hemp jewelry, chokers, long beaded necklaces, John Lennon-style glasses, fringed handbags, beanie hats.

- \* What they are interested in: The 1970s era - The Brady Bunch, John Lennon's Give Peace A Chance, television and music.

- \* Price range: \$ 60 to \$ 130 for shirt, jeans and shoes. Accessories start at \$ 6.

By HEATHER ROSENBLUM

Hallandale High School Skate

- \* General description: Bladers have a style that may look like the hip-hop style, but it is not. Most bladers wear long baggy pants that fit at the waist and fitted shirts.

- \* Brand names: Most bladers buy Jnco pants. Shirts include Senate, Interstate 7 and many others that are fitted. Unlike hip-hop shirts, bladers' shirts do not hang down to the knees. What you wear on your feet is very important. There are many kinds of shoes and blades available, but only a few are cool. Airwalks are the top shoes for now. The top skates are Rollerblade, Oxygen and K2.

- \* Accessories: Wallet chain, cap, jewelry worn in pierced body parts.

- \* What they are interested in: Ska and rave music, skating, learning new tricks.

- \* Price range: \$ 260-\$ 610 for pants, shirts and skates. It's not cheap to be a blader!

By DONNIE COQMARD

Miramar High School Top 5

According to the National Retail Federation, the top back-to-school clothes are:

- \* WNBA jerseys.

- \* Soccer jerseys.

- \* Snow and wake-boarding apparel.

- \* Platform shoes.

- \* Baggy denims from labels such as Levi's, Gap, Tommy Hilfiger and Calvin Klein's CK line.

**GRAPHIC:** PHOTOS 3 DRAWING, Photos/ERIN BROWN, Western High; (color) Preppy; (color) Gothic Photo/DONNIE COQMARD, Miramar High; (color) Skate Illustration/JONATHAN REID, American Heritage High; (color) Hip-hop

**LOAD-DATE:** October 10, 1997

Source: News & Business > Combined Sources > News, All (English, Full Text) [1]

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*Out on a Limb The New York Times September 21, 1997, Sunday, Late Edition - Final*

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The New York Times

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**September 21, 1997, Sunday, Late Edition - Final**

**SECTION:** Section 6; Part 2; Page 75; Column 1; Men's Fashions of The Times Magazine

**LENGTH:** 117 words

**HEADLINE:** Out on a Limb

**BODY:**

Wearing a suit should be a kind of adventure, not a dull, workaday experience. To help dramatize that point, our fashion escapade is set in the mysterious Lava Beds National Monument in Northern California.

Here, suits in elegant gray and brown, current colors of choice, blend into the ominously beautiful landscape. Indeed, the only flashes of color in this otherwise monochromatic vision come in the vividly hued shirts and ties of royal blue, burgundy, gold and forest green -- the surest ways to add excitement to any suit.

But these are not just any suits. Their smart Savile Row flavor -- strong shoulders, bold stripes and sartorial vests -- would satisfy even James Bond himself.

**GRAPHIC:** Photos: Pinstripe wool suit with ticket pocket, \$395, from **Nautica** by David Chu. At Lord & Taylor, selected stores. Cotton and Lycra shirt, \$145, from Boss Hugo Boss. At Boss Hugo Boss Shop, Short Hills, N.J., and Washington. Saks Fifth Avenue, selected stores. Silk tie from Boss Hugo Boss. Silk pocket square from Christian Dior.; LEFT: Chalk-stripe, single-breasted three-button wool suit with ticket pocket, \$2,010, by Giorgio Armani. At Giorgio Armani, 760 Madison Avenue; Beverly Hills and San Francisco, Calif. Mini-check cotton shirt, \$85, from XMI. To order, call (800) 838-0424. Silk tie from XMI Platinum. RIGHT: Beaded-stripe, single-breasted one-button wool suit, \$895, by Jhane Barnes. At Kaufmans Tall and Big, Denver and Seattle. Cotton shirt with snap-down collar, \$145, by Jhane Barnes. Both at Syd Jerome, Chicago. Silk tie by Jhane Barnes. Tortoise-shell glasses from Oliver Peoples.; Single-breasted three-button wool suit with ticket pocket, \$1,150, from Joseph Abboud Collection. At Saks Fifth Avenue, selected stores. Cotton-twill shirt, \$225, from La Conflananza by Ike Behar. At Bergdorf Goodman Men, to order. Silk tie from Chanel Cravates. Silk pocket square from Robert Talbott.; THIS PAGE: Chalk-stripe single-breasted suit of wool and cashmere, \$1,795, from Loule for Louis Boston, and striped cotton shirt with spread collar, \$275, by Luigi Borrelli for Louis Boston. Both at Louis Boston, Boston. Silk tie and pocket square by Luciano Barbera. Leather cap-toe shoes from Bally of Switzerland. OPPOSITE PAGE, LEFT: Single-breasted three-button wool suit, \$698, and pinstripe cotton shirt, \$75. Both from Brooks Brothers. Silk tie from Brooks Brothers. Silk pocket square from Ashear and Company. Watch from Tag Heuer. RIGHT: Double-breasted pinstripe suit of worsted wool with peaked lapels, \$550, from Kenneth Cole Collection. For stores, call (800) 536-2653. Mini-check cotton shirt by Kenneth Gordon. Silk tie from Harrison James. Handmade silk pocket square from Robert Talbott.; LEFT: Three-button suit of wool and cotton by Dolce & Gabbana; jacket and pants, \$1,190, vest, \$345. At Dolce & Gabbana Boutique, 825 Madison Avenue. Saks Fifth Avenue, selected stores. Cotton shirt with french cuffs, \$135, by Ike Behar. At Bergdorf Goodman Men. James Davis, Memphis. Silk tie from Countess Mara. Pocket square from Christian Dior. Leather cap-toe shoes by Kenneth Cole. CENTER: Three-piece suit of wool and cashmere in a windowpane plaid with ticket pocket,

\$3,000, and cotton shirt, \$165, from Ralph Lauren Purple Label. Suit, to order, and shirt at Polo Ralph Lauren, 867 Madison Avenue. Silk tie from Ralph Lauren Purple Label. Silk pocket square from Robert Talbott. Shoes from Ralph Lauren Footwear. RIGHT: Single-breasted three-button suit of wool and cashmere with ticket pocket in a windowpane plaid, \$1,580, from Yves Saint Laurent Rive Gauche. At Yves Saint Laurent Rive Gauche Boutique, 855 Madison Avenue. Cotton shirt, \$49, from **Nautica** by David Chu. At Lord & Taylor, New York only. Silk tie by Luciano Barbera. Silk pocket square by Tino Cosma. Wing-tip shoes from Bally of Switzerland.; Three-piece three-button suit of lamb's wool in a beaded stripe, \$2,950, from Alfred Dunhill. At Alfred Dunhill stores nationwide. Houndstooth-check cotton shirt with spread collar, \$375, from Harrison James. At Harrison James, 5 West 54th Street. Handmade silk tie from Protocol by Robert Talbott. Cotton pocket square from Paul Stuart. (Photographs by Wes Bell for The New York Times)

**LOAD-DATE:** September 21, 1997

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) 

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*Nautica Inks Pfaltzgraff; Brief Article HFN The Weekly Newspaper for the Home Furnishing Network  
September 22, 1997*

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HFN The Weekly Newspaper for the Home Furnishing Network

**September 22, 1997**

**SECTION:** No. 38, Vol. 71; Pg. 1

**IAC-ACC-NO:** 19778037

**LENGTH:** 188 words

**HEADLINE:** Nautica Inks Pfaltzgraff; Brief Article

**BYLINE:** Goldbogen, Jessica

**BODY:**

As part of its two-year plan to become a complete player in the home furnishings category, **Nautica** Home reported late last week that it has penned an agreement with Pfaltzgraff to develop a complete tabletop line.

The line, to be shown at the October 1998 tabletop market, will include dinnerware, coordinating glass beverageware and serveware, a stand-alone collection of mugs, ceramic serveware and pantryware and flatware.


**Nautica**, the \$ 1 billion supplier of apparel, has been steadily taking on licensees since it reported in March that it was teaming up with textiles suppliers for bedding and bath items, which hit stores in June.

Vendors working with **Nautica** include Dan River and Keeco for decorative bedding; Leshner for bath towels and Ex-Cell for shower curtains, decorative towels and table linens. Most recently, textiles supplier Decorite signed on in August to produce decorative pillows, chair pads and stool covers under the **Nautica** name.

A furniture line, manufactured by Lexington, will be introduced next month in High Point, N.C. **Nautica's** plans also call for housewares and wall coverings.

**IAC-CREATE-DATE:** October 6, 1997

**LOAD-DATE:** October 07, 1997

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*PEOPLE: PHOTO REVIEW Advertising Age September 22, 1997*

Copyright 1997 Crain Communications Inc.  
Advertising Age

**September 22, 1997**

**SECTION:** People; Pg. 34

**LENGTH:** 384 words

**HEADLINE:** PEOPLE: PHOTO REVIEW

**BODY:**

NEW YORK: Hearst Magazines held a 50th birthday party for Liz Tilberis, editor in chief of Harper's Bazaar, Sept. 7 at Gertrude's. The evening of celebration was marked when September's issue came to life in a birthday cake featuring guest and September cover girl, Courtney Love (far r.). Also pictured are Cathleen Black, president, Hearst Magazines (center); and Ms. Tilberis.

SAN FRANCISCO: GQ, Visa and Bank of America hosted a reception at the Westin St. Francis Hotel on Union Square, in celebration of the promotion "Shop, Dine & Stay on the Most Famous Streets of America." Pictured (l. to r.): John Marks, president, San Francisco's Convention & Visitors Bureau; Richard Beckman, publisher, GQ; Carl Poscarella, president-CEO, Visa; and Rob Robins, exec VP, Visa.

NEW YORK: US sponsored the world premiere of the Miramax/Dimension film "Mimic," starring Mira Sorvino (r.). Pictured with Ms. Sorvino is Andrew Amill, publisher, US.

NEW YORK: Power & Motoryacht entertained clients at dinner following a boat ride aboard their company boat, Office Ours. Enjoying the sushi appetizers are (l. to r.): Chris Kelly, contributing editor and Don Malone, mid-Atlantic sales manager, Power & Motoryacht; Julie Richardson, manager, marketing services, Hatteras Yachts; Dave Branch, advertising director, Power & Motor-yacht; Kim Riley, account exec, BK&M Advertising; and John Bean, publisher, Power & Motoryacht.

MALIBU, CALIF.: One-thousand triathletes, weekend warriors and celebrity relay teams participated in the 1997 **Nautica** Malibu Triathlon presented by Met-Rx and Men's Health. Among those in attendance (l. to r.): Sean Flanagan, publisher, Men's Health; actor Robin Williams, who finished sixth in the 18-mile bike race; and Steve Bruman, international fashion director, Men's Health.

NEW YORK: The city of Saratoga Springs, N.Y., was the first recipient of American Heritage's The Great American Place award, which recognizes the U.S. city of historical significance that is also a great place to visit. The award, which will be presented annually, was presented at the Forbes Magazine Galleries. Receiving the award from Timothy Forbes (l.), president, American Heritage, and chief operating officer, Forbes Inc., was J. Michael O'Connell, mayor of Saratoga Springs.

**LOAD-DATE:** September 25, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

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*TEENAGE TASTES The Evening Standard (London) September 25, 1997*

Copyright 1997 Associated Newspapers Ltd.  
The Evening Standard (London)

**September 25, 1997**

**SECTION:** Pg. 10

**LENGTH:** 97 words

**HEADLINE:** TEENAGE TASTES

**BODY:**

BALLERINA Darcey Bussell joined Henry Dent-Brocklehurst, his girlfriend Lili Maltese and newly sleek-looking Sir Terence Conran at the restaurateur's Bluebird gas-trodome last night, for the UK launch of American sportswear label **Nautica**.

The dancer confessed she still wears a leotard she has had from the age of 13. "I never throw anything away," she sighed. "It's always the old stuff that's so comfortable and I keep hop-

ing that if I hang onto things for long enough they'll come back into fashion."

One look at London Fashion Week should confirm that.

**LOAD-DATE:** September 30, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i](#)  
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*DRESS-DOWN FRIDAY'S MEAN BIG BUSINESS FOR CLOTHING DESIGNERS NBC News Transcripts  
September 26, 1997, Friday 10:40 AM*

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NBC News Transcripts

**SHOW:** NBC NIGHTLY NEWS (6:30 PM ET)

**September 26, 1997, Friday 10:40 AM**

**LENGTH:** 364 words

**HEADLINE:** DRESS-DOWN FRIDAY'S MEAN BIG BUSINESS FOR CLOTHING DESIGNERS

**ANCHORS:** TOM BROKAW

**REPORTERS:** MIKE JENSEN

**BODY:**

TOM BROKAW, anchor:

It should come as no surprise that casual Friday has become a huge business. As clothing designers and stores have realized, there's gold in khaki pants. We continue our IN DEPTH reporting now with NBC's chief financial correspondent Mike Jensen.

MIKE JENSEN reporting:

Look closely and you'll see more than pants and shirts. You'll see money, lots of it. The people who make and sell casual clothes are getting rich. Americans will spend \$ 1.5 billion this year on jeans, and khakis, and slacks and sport shirts. Steve Husbands is a bank vice president who prefers to wear suits. But he had to open up his wallet to buy new clothes for dress-down day.

Mr. STEVE HUSBANDS: Couple of hundred bucks. Getting some certain slacks and pullover shirts in order to wear on Fridays.

JENSEN: A handful of manufacturers are riding the crest of this 10-year trend, says Wall Street analyst Allison Malkin.

Ms. ALLISON MALKIN: Tommy Hilfiger, Levi Strauss, **Nautica** Enterprises and Ralph Lauren.

JENSEN: Stores also are raking it in.

Ms. MALKIN: Bloomingdale's, Macy's, Burdines, Lord & Taylor, Bon Marche, The Gap, Banana Republic, Eddie Bauer, JCPenney and Sears.

JENSEN: First in California, then on the East Coast, now the world is wearing casual clothes.

Mr. MICHAEL MCCADDEN ("The Gap" Senior VP): We do business in Japan and the UK and Canada, France and Germany. And we do see this trend happening virtually everywhere.

JENSEN: Clothing designers are rushing to get in on the action. Kenneth Cole made his reputation on

shoes. Now, a new line of men's sportswear.

Mr. KENNETH COLE: Dress-down Friday today is a big part of the business that we're in today.

JENSEN: Claiborne for Men even outfitted a 35-foot trailer with computers to cross the country, offer up the latest casual styles.

Mr. JAY FREEDMAN (Lis Claiborne Men's Line President): This is really a how to.' This is hands-on how to.' This is how you do it.

JENSEN: The clothing may be casual, but for designers, manufacturers and retailers, there's nothing easygoing about it. Every customer who dresses down on Friday sends profits shooting up. Mike Jensen, NBC News, New York.

BROKAW: When we come back, a 38 percent rise in violence against the elderly. How more and more of them are now defending themselves.

And later, THE AMERICAN SPIRIT: an inspiring story, a man's sacrifice--personal sacrifice to keep a school.

**LOAD-DATE:** September 29, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) [\(Edit Search | Suggest Terms for My Search\)](#)

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*Stone & Thomas in transition Employees wonder what's in store Charleston Daily Mail (West Virginia)  
September 26, 1997, Friday*

Copyright 1997 Charleston Newspapers  
Charleston Daily Mail (West Virginia)

**September 26, 1997, Friday**

**SECTION:** News; Pg. P1A

**LENGTH:** 503 words

**HEADLINE:** Stone & Thomas in transition Employees wonder what's in store

**BYLINE:** THERESE S. COX

**BODY:**

REINCARNATED at the mall, Stone & Thomas will shine with glazed white ceramic tiles in the aisles, green tweed carpeting and upscale clothing hanging on the walls.

When the new store opens in November, gone will be pots and pans and picture frames, the beauty salon and the bridal registry, teen clothes and the tea room.

"We like to think of it as more of a large specialty store," said

Thomas Mathes, Stone's vice president and director of the chain's 21 stores.

Five entrances in the mostly glassed-in facade will usher shoppers into the new 30,000-square-foot store on the second floor of the east end of Charleston Town Center.

Shaped like a giant Y, the store will feature men's and women's clothing and accessories with a smattering of duds for infants and toddlers, Mathes said.

There will be 22 fitting rooms and between 65 and 70 employees and separate **Nautica** and Tommy Hilfiger shops. The store will be open 19

hours more each week because of the longer mall hours.

"It will be quite a dramatic change," Mathes said.

For some longtime loyalists, such change is hard to accept.

"It breaks my heart," said Jerry Underwood, a 40-year Stone & Thomas shopper. "I guess I'll go to the mall, but I just don't like it."

When Underwood moved to Charleston in 1957 she said she applied for a charge account at the huge Diamond department store.

It was refused.

Underwood marched around the corner and got a Stone & Thomas card, no hassles.

"I have bought from Stone & Thomas ever since," she said.

Employee Julia Jacobs, who purchased her June Roses china at Stone & Thomas in 1952, came to work during the Christmas rush in 1985. Twelve years later, she's still doing lunch relief and vacation fill-in.

"My cousin and I would shop every Saturday for our children's things and wedding gifts," Jacobs said. "Our husbands had the children. It was our thing.

"Coyle's (and Richardson) is gone. So is the Diamond. There's no place for us to come," she said.

As sale merchandise disappears, floors are closing. This week, the store is advertising 25 percent reductions, with no returns allowed.

Some employees have moved to the Kanawha City and Teays Valley locations and others wait to learn if they will have a job come Nov.

1.

A workforce of about 100 will be reduced to 65 or 70, Mathes said.

Said salesman Tony Lee, "I'd like to see them keep the younger people and give severance packages to older people."

Marie James, who works with Lee in menswear, still doesn't know if

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*CURRENT Buffalo News (New York) September 28, 1997, Sunday, FINAL EDITION*

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Buffalo News (New York)

**September 28, 1997, Sunday, FINAL EDITION**

**SECTION:** LIFESTYLES, Pg. 3F

**LENGTH:** 606 words

**HEADLINE:** CURRENT

**BYLINE:** SUSAN MARTIN

**BODY:**

Diana remembered

Buffalo artist Nancy C. Murnyack, who designs a line of porcelain china called Table Art, has created an ornament to commemorate Diana, Princess of Wales, who died a month ago from injuries suffered in a car crash in Paris.

The cream-colored hanging ornament features an image of Diana's face, golden embellishments and the words by which she had come to be known, "Princess of the Common People, Queen of our Hearts."

The 3-inch round ornament is priced at \$ 19.95; add \$ 5.05 for shipping and handling (plus 8 percent sales tax for New York State residents). The ornament comes gift-boxed; a glass dome display case with a wooden base is available for an additional \$ 15.

A portion of the proceeds will go to the charities supported by the late Princess of Wales, and purchasers' names will be included on a list of donors passed along to the organizations.

To order, call 877-2215 or send payment to NCM Studio Inc., 50 Wilbury Place, Buffalo, N.Y. 14216. Visa, MasterCard, money orders or personal checks are accepted.

Delivery is expected to begin Dec. 1.

Sleep on it

Some of the snazziest patterns around can be found on sheets, shower curtains and scores of coordinating accessories for the bedroom and bath. These days, many of these fashionable items carry such labels as Liz Claiborne, Ralph Lauren and other popular names from the clothing biz.

Well, clear a shelf in the linen closet for another one.

The **Nautica** Home Collection is new on the market and offers a full line of bed, bath and home accessories. Found here are three design themes -Yachting, Nantucket and Classics -- which spill over onto not only sheets but also towels, window treatments and shower curtains.



Sure, there's the recognizable **Nautica** logo and flag motifs on some designs, but also florals, bright colors and patterns borrowed from menswear items, such as oxford shirts.

Selections from the **Nautica** Home Collection are available at the Bon-Ton's Eastern Hills, McKinley Mall and Walden Galleria locations and Kaufmann's at Boulevard Mall and Walden Galleria.

Feet first

You're familiar with Teflon frying pans? Well, what about Teflon socks?

They're coming soon to a foot near you.

Allure magazine writes that Teflon socks are designed to guard against blisters and calluses by reducing friction between feet and socks.

Long on style

Long skirts -- those that extend to midcalf and beyond -- make a strong showing for fall. But proper proportion is the key to pulling off the look.

To do it right, follow these useful tips from the pages of Woman's Day magazine:

Opt for chunky heels. Flats usually look dumpy with long skirts.

Midcalf or knee-high boots will give you a clean line.

Opaque tights are best for day. Choose dark colors that match your shoes.

Avoid long tops over long skirts: Sweaters and jackets should be fitted and hit you at the waist or hips.

Slim knit tops are better than shirts, which tend to bunch up. For the longest, leanest look, try a knit bodysuit (no tucking required).

Remember, too, that long straight skirts are most figure-flattering in woven fabrics. If you prefer knits, try a soft A-line.

And finally ...

"A house is not a home unless you are surrounded by things that are meaningful to you and reflect your identity. Making a home has nothing to do with monetary value. It has to do with aesthetic values and things that give you pleasure."

-- Dianne H. Pilgrim,

director of the Cooper-Hewitt

National Design Museum,

New York City;

in House & Garden

**GRAPHIC:** Wearing a long skirt this fall? The key is proportion.

**LOAD-DATE:** September 30, 1997

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*STAR TRACKS People September 29, 1997*

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People

**September 29, 1997**

**SECTION:** STAR TRACKS; Pg. 6

**LENGTH:** 10 words

**HEADLINE:** STAR TRACKS

**BODY:**

[This article consists of photographs--see below]

**GRAPHIC:** COLOR PHOTO: MILAN RYBA/GLOBE PHOTOS, Pumped and ready to ride, Robin Williams climbed into the saddle for the 18-mile bicycle leg of the **Nautica** Malibu Triathlon. Williams teamed with trainer Greg O'Bryan, who ran, and triathlete Scott Tinley, who swam, to finish sixth at the Pediatric AIDS Foundation benefit. [Robin Williams]; COLOR PHOTO: STEVE SANDS, Actor-director Kenneth Branagh made sure costar Winona Ryder got the point on the Manhattan set of Woody Allen's fall project, a comedy about what happens to two newly divorced New Yorkers. Ryder next abandons terra firma for the sci-fi flick *Allen Resurrection*, due Nov. 26. [Winona Ryder and Kenneth Branagh]; COLOR PHOTO: THE SOUTHAMPTON PRINCESS, Tennis, anyone? Well, maybe not. Patrick Rafter, fresh from his U.S. Open victory, was willing, but his mammalian pal at Bermuda's Southampton Princess resort looked as if he'd rather eat the ball than work on his ground strokes. [Dolphin and Patrick Rafter]; COLOR PHOTO: JEFF CHRISTENSEN/REUTERS, There she was, Miss America Kate Shindle, enduring the ritual day-after dip following her crowning moment in Atlantic City. Shindle, the contestant formerly known as Miss Illinois, was one of 13 women who wore a two-piece swimsuit in the pageant but obviously not to swim in.; COLOR PHOTO: LISA O'CONNOR, Proud papa Kirk Douglas basked in the reflected glow of his son Michael--not to mention the gleam of family pal Jack Nicholson's grin--after Michael's hand-and-footprints were immortalized in cement alongside his own at Mann's Chinese Theatre in Hollywood. Quoth Douglas the elder: "I think his footprints should be much bigger than mine." [Jack Nicholson, Kirk Douglas, and Michael Douglas]; COLOR PHOTO: TAMMIE ARROYO, It was an all-sister act at the Soul Train Lady of Soul Awards in Los Angeles, where the event's pregnant cohost Erykah Badu (below) took home a bundle of trophies for her debut album, *Baduizm*, and an in lip-synch *En Vogue*--Maxine Jones (far left), Cindy Herron and Terry Ellis--blew kisses and won kudos for best group single. [Erykah Badu]; COLOR PHOTO: LAURA LUONGO/SHOOTING STAR, [See caption above--Maxine Jones, Cindy Herron, and Terry Ellis]; COLOR PHOTO: ROBIN PLATZER/TWIN IMAGES, General Hospital's resident heartthrob Tyler Christopher quickened costar Vanessa Marcil's ticker, as the real-life lovers--who plan to wed Dec. 14--cuddled for cameras at the Soap Opera Update Awards in New York City. Christopher, who plays Nikolas Cassadine, won as Best Male Newcomer. [Vanessa Marcil and Tyler Christopher]; COLOR PHOTO: GABE PALACIO, Just a fool for a photo op, King Tusk, an Asian elephant, let Melanie Griffith tickle the ivory in New York City's Central Park to honor India's 50th year of independence. [Melanie Griffith sitting on elephant's tusk]; COLOR PHOTO: MICHAEL MU, Tough guys may not dance, but they do sing the blues, as emotive action guy Steven Seagal proved at Nashville's Planet Hollywood, crooning tunes from his movie *Fire Down Below*.; COLOR PHOTO: ADAM NEMSER/PHOTOLINK, Sure, every litter bit hurts, but Deborah Gibson--no more of that Debbie stuff--wasn't bothered a bit at the Broadway on Broadway fete in Manhattan. She's starring in *Beauty and the Beast*.

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*Focus on Men's Fashions CNNFN September 30, 1997 Tuesday*

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CNNFN

**SHOW:** BIZ BUZZ 06:46 PM Eastern Standard Time

**September 30, 1997 Tuesday**

Transcript # 093014cb.L09

**SECTION:** Business

**LENGTH:** 1083 words

**HEADLINE:** Focus on Men's Fashions

**GUESTS:** Tom Julian

**BYLINE:** Sean Callebs

**BODY:**

18:00)

SEAN CALLEBS, CNNfn ANCHOR, BIZ BUZZ: Tom Julian, our men's wear consultant now (18:46:30) joins us. And if you've done nothing else during your time here you've made me more conscious of the way I look on air.

TOM JULIAN, MEN'S WEAR CONSULTANT: And you're in a 6 button, tuda(ph) button with a ticket(ph) pocket. Very fashionable.

CALLEBS: All right.

JULIAN: I like (18:46:40) that.

CALLEBS: And a Hugo Boss tie that my producer purchased because I'm leaving soon. I'll tell you more about that later.

Well how are things? You got a lot going on.

JULIAN: A lot of headlines, Sean. International (18:46:50) headlines as well as retail headlines as well as a lot of business feelings out there.

CALLEBS: Let's first talk about Guess (Company: Guess ? Incorporated; Ticker: GES; URL: <http://www.guess.com> ) opening on Broadway.

JULIAN: Yes, there's still a lot of retail activity in Soho right now. Guess (18:47:00) just opened up a store. It is their 2nd store in Soho. But this is for their signature sportswear and denim pieces. It's 7000 square feet. It is (18:47:10) on Broadway and it is projected to do about \$1000 per square foot.

CALLEBS: Now is that going to make money or is that just kind of the brand extension out there?

JULIAN: I think (18:47:20) right now they are all striving to make money. But it's also the equity of extending the brand. And it will have 40 percent mens wear and also the womens wear (18:47:30) collection. And they're also talking about opening up another store in the Seaforge(ph) before the end of the year.

CALLEBS: Is that the way the fashion industry is moving right now? I mean is that kind of (18:47:40) product going to move well, the denim that you're talking about?

JULIAN: Oh yes, the sports wear, the lifestyle, it's moving well internationally. And Soho is a hot shopping area and it keeps growing.

CALLEBS: Let's (18:47:50) make the transition, talking about this casual wear into what **Nautica** Enterprises (Company: **Nautica** Enterprises Incorporated; Ticker: NAUT; URL: N/A ) has been doing.

JULIAN: Yes. **Nautica** is in the headlines this week because they've also gone (18:48:00) International. And last week they had presented their collection for the first time in London. And David Choo(ph), the designer of **Nautica** took his Spring --

CALLEBS: He's been called a genius. I mean he's a young guy who's done an awful lot (18:48:10) with that company.

JULIAN: You're right. And his vision is very much worldwide. And he has setup a whole international operation in London. And to kick it off he showed his mens (18:48:20) collection with 60 different looks. And it was well received.

And there was a lot of activity in London right now because it's officially London fashion week.

CALLEBS: Tell us about that.

JULIAN: Well (18:48:30) this is probably the 2nd year that the London based designers have gotten aggressive with showing their Spring collections. And they have over 49 designers showing on the schedule. (18:48:40) It started last Thursday and it's a 6 day program. And that's pretty substantial because here in the United States and in Milan and in Paris, you're hearing 50, 60, 70 different shows. (18:48:50) So here we've got 49 in London.

CALLEBS: And the significance. Do you think it's going to get more attention?

JULIAN: Definitely more attention. I was reading an article, one of the key title sponsors, (18:49:00) Vidal Sasson. You're hearing more about sponsorships. A lot of new designers as well as a lot of the famed reputable designers. (18:49:10) And I think we're going to talk about some of them because they've been in the headlines.

CALLEBS: Sure. Talk about sponsorships, the guys from Rolling Stones when they dragged those tired bones (18:49:20) on the stage, at least some of them are going to be wearing designer clothes.

JULIAN: Yes. Mick Jagger(ph) is going - has already worn a Tommy Hilfiger (Company: Tommy Hilfiger Corporation; Ticker: TOM; URL: N/A ) designed outfit last week in Chicago.

CALLEBS: Those guys can (18:49:30) squeeze a buck out of anything, can't they?

JULIAN: Yes, well you know it's right for Tommy Hilfiger because if he wants to launch a rock and roll collection it's the perfect marriage. He's also going to have Keith Richards(ph) and (18:49:40) Charlie(ph) Watts(ph) wearing the clothes. And this is a 33 city store I believe, 22 weeks, bridges to Babylon.

CALLEBS: (OFF-MIKE) to Babylon. Right.

JULIAN: So that's a lot of exposure. (18:49:50) And I'm sure it costs a lot of money as well.

CALLEBS: In every city they're going to get a lot of local media coverage because they're going to be allowed to shoot the first 2 songs, put it on the evening news and everybody's going to see the front man wearing the Tommy (18:50:00) Hilfiger outfits.

JULIAN: Exactly.

CALLEBS: And Charlie(ph) Watts(ph) who's also known to spend a ton of money on his clothes. He's always been a big Armani(ph) fan.

JULIAN: And also Tommy's getting ready to open his new store in (18:50:10) Beverly Hills where he wants to showcase the Rock and Roll collection there. So there are synergies(ph).

CALLEBS: Interesting. OK, you now you also have an exclusive men's store on Thompson(ph) called (18:50:20) (OFF-MIKE). It's kind of interesting.

JULIAN: Yes.

CALLEBS: Now tell us about this.

JULIAN: Now this is a very - very much a haberdashery. We don't see a lot of those. This is a Persian designer who is joined (18:50:30) up with Sean Cassidy, who's a young entrepreneur in New York City. And found a space and he really created this space in the mood of the Persian designer store. Now the (18:50:40) Persian designer is a meal leforea(ph). And they had their store opening last week and they're bringing a lot of the French sensibilities but with an American lifestyle statement. (18:50:50) And if I had to visualize it, it's a sports coat with a net - with a chino in wonderful fabrics and rich colors.

CALLEBS: And you think that's the kind of style - I mean it wouldn't be called a classic but is it the kind of thing (18:51:00) that's going to carry on and on?

JULIAN: It's driven by sportswear with more of a global feel, more of an international statement.

CALLEBS: Great. Tom Julian, always a pleasure. Thanks for joining us and best of luck.

JULIAN: Good to see you. (18:51:10) (18:51:20) END

**LOAD-DATE:** July 16, 2003

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

Terms: [nautica](#) and [date](#)(geq (1/1/1997) and leq (12/31/1997)) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*Fragrances for fall radiate a healthy, sporting image Calgary Herald (Alberta, Canada) September 30, 1997, Tuesday, FINAL EDITION*

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Calgary Herald (Alberta, Canada)

**September 30, 1997, Tuesday, FINAL EDITION**

**SECTION:** LIVING: STYLE; Pg. C1 / FRONT

**LENGTH:** 492 words

**HEADLINE:** Fragrances for fall radiate a healthy, sporting image

**BYLINE:** KAVI MOHAN, CALGARY HERALD

**BODY:**

There's a fresh new fragrance floating on the air. Fragrances are crisp, clean and citrus scented for both women and men.

"Many of the new scents are really refreshing," says Brenda Krause, fragrance consultant for more than eight years.

"They have a little hint of lemon."

Sport colognes for men are also gaining popularity. **Nautica** Competition is very hot in the States and is rapidly catching on here, according to Krause, who works at Eatons downtown and the Bay in Chinook Centre.

CK1 by Calvin Klein and Claiborne Sport are not far behind.

Building on the image of scents worn by well-built, fit men now comes the idea of recreational sportsmen -- men in good shape but perhaps not as muscular as the sporty man.

Fragrances such as Pleasures by Lauder, Dune by Christian Dior and the musky Chrome by Azzaro portray strong men enjoying relaxing family time through marketing campaigns.

Pleasures, for example, is known by its handsome man relaxing in a hammock with his dog.

"Musk will always be popular," says Krause, "just as florals for women will always be big."

The fragrance world is eagerly awaiting the arrival of a completely unique scent, Angel for men, scheduled for an October release.

"Angel is one of the most original fragrances because there are no flowers in it -- it's made with chocolate," says Krause. Described only as extraordinary -- but not chocolatey -- fragrance lovers will have to keep their noses in the air while awaiting Angel.

Women's fragrances, like men's, radiate a healthy, glowing image.

The light, refreshing mists made for spring and summer are evolving into natural scents as the season turns.

Donna Caron has a new all-botanical line which is available in petal, nectar or leaf scent at Holt Renfrew.

"They say you can drink it because it's organic," says Annette Cini, fragrance manager at Holts.

Light, herbal scents have been slowly gaining acceptance for about five years but have only recently begun to flourish.

The Body Shop, known for its all-natural products, has just added two new fragrances to its collection; Satsuma, which smells like bubbling orange pop, and Framboise, a rich raspberry fragrance.

Many customers mix and match from the 22 scents to create their favorite eau de toilette, bubble bath or massage oil.

"We have three main categories," says Lisa Held at the Eaton Centre location.

"Sweet and fruity, warm and spicy, fresh and floral. People probably enjoy fruity or fresh the best."

Although not perfume in the traditional sense, products such as those offered by the Body Shop give men and women a sense of having "their own" smell.

Good for people with allergies, natural products have a pleasant smell without being too strong.

When choosing a fragrance, narrow the choice down to either floral or spicy.

Then get a sample and actually try it on over several days to see how it reacts with your body chemistry.

**GRAPHIC:** Color Photo: David Moll, Calgary Herald / **HOT SCENTS:** Fragrances by Oscar de la Renta, Jean Paul Gaultier, Angel, Van Cleef and others will be in the air this fall.

**LOAD-DATE:** October 1, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) [\[Edit Search\]](#) [\[Suggest Terms for My Search\]](#)

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*City Takes Center Stage International Herald Tribune (Neuilly-sur-Seine, France) October 2, 1997,  
Thursday*

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International Herald Tribune (Neuilly-sur-Seine, France)

**October 2, 1997, Thursday**

**SECTION:** Feature; Pg. 10

**LENGTH:** 817 words

**HEADLINE:** City Takes Center Stage

**BYLINE:** By Suzy Menkes; International Herald Tribune

**DATELINE:** LONDON

**BODY:**

With a whoop of joy, designer Julien MacDonald ran down the runway, embracing the supermodels wearing his saucy webs of knitwear. His inventive, imaginative show was a fitting end to a lively London fashion week that has brought the swinging city to center stage.

With a sprinkling of big players and myriad quirky innovators, London seems finally to be making it into the international arena.

"I loved that - it summed up the whole season - fun, wearable, colorful and full of energy," said Nicole Fischelis of Saks Fifth Avenue after MacDonald's show. "It's where British fashion should be."

To some extent, it is the cocky confidence of the British designers, reflecting the effervescent spirit of the city, that has made the spring-summer season seem exceptional.

But MacDonald's show was impressive by any standards. This Welsh wizard of the knitting machine sent out brief playful dresses, fringed, fluffy or paillette-edged hemlines just grazing the rear and the bodice dangling from decorative straps.

In such a tiny area, MacDonald packed in his ideas: knitting that was alternately lacy, sheer, stretchy, latticeworked and glimmering silver, or glowing with color and geometric pattern. The inventiveness burst out in clusters of ragged ends, artistically worked, or in a tramway of knitted flowers.

Surely these bikini pants, kimono jackets and that mad stole looking like sequined feathers couldn't possibly all be knitted?

"One hundred percent kniti!" said a jubilant MacDonald backstage, praising the skill of the Italian knitwear factories. They too should be grateful to have found a designer who is reinventing knitwear in a youthful, wearable way for a new generation.

The conundrum for British designers is how to harness their creativity to a commercial bandwagon - rather than just being known as inventive eccentrics. But it was dispiriting to see Vivienne Westwood's secondary line tamed to a mishmash parade of girly outfits. The setting was appealing: the newly restored Globe Theatre, with a "Midsummer Night's Dream" set and an Elizabethan quartet. But for what? Pert or prissy



junior-miss outfits (read mini-skirted sailor suits and milkmaid dresses) shown with familiar vertiginous platform soles. Inevitably the models stumbled. So had the designer. - BUT then what was Richard Tyler's show about? Why would the American-based designer known for finely crafted clothes and delicate tailoring cross the pond to show so-called hip sportswear in hideous colors, with stretch pedal pushers making even acceptable outfits seem weird? It must have been a misreading of the current London scene, where street looks are right off the runways and the focus is on cutting and craftsmanship - which is just what Tyler really stands for.

How difficult it was to assess Antonio Berardi's collection. Here was a superbly crafted show, exquisite in its detail and presented with great panache - but with an aesthetic that is so close to John Galliano's that Berardi looked like a couture clone.

You couldn't argue with the quality or the breathtaking workmanship: the trellis of ribbons worked into a flirty dress (which is Berardi's thing). The dresses came also edged with minuscule pleats, with openwork fagoting, or with a whorl of flowers at the hem. Knits were dainty, delicate, lacy and sexy. The opening dress of feathery white lace knit, fringed at the hem, worn by Naomi Campbell making a star appearance, summed up the sexy romanticism of the show.

But that particular combination of raunch and romance is Galliano territory. And Berardi has to accept that he appears to be following in another's high-heeled footsteps - unless he can turn his talent to a different track.

The venues of the London shows have opened up hip downtown areas to the fashion crowd, with MacDonald showing at Spitalfields Market in the revitalized Dickensian East End. Berardi chose a club in Brixton, London's Harlem, where Bella Freud also presented perky suits and dresses in an ill- advised parade of "homeboy chic."

The internationalization of London fashion week was proven by shows from Tyler and the American sportswear company **Nautica**, and by Ghost, a British company, which returned from showing in New York to present its flimsy dresses with whimsical decoration.

According to John Hoerner, the chairman of London Fashion Week, the volume of buyers and business have proved the event "a pretty big success." American buyers were enthusiastic.

"In a way, London's shocking days are over - now the quality is there - I think England has grown up and become more mature," said Bonnie Pressman of Barneys.

"Those who are good have come to fruition - and this time in London, it has all come together," said Joan Kaner of Nelman Marcus, who, like the other fashion professionals, is now off to the shows in Milan.

**LOAD-DATE:** October 3, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

Terms: [nautica](#) and [date](#)(geq (1/1/1997) and leq (12/31/1997)) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*Nautica bets on design; style seen as key to Pfaltzgraff line. HFN The Weekly Newspaper for the Home Furnishing Network October 6, 1997*

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HFN The Weekly Newspaper for the Home Furnishing Network

**October 6, 1997**

**SECTION:** No. 40, Vol. 71; Pg. 99

**IAC-ACC-NO:** 19831933

**LENGTH:** 895 words

**HEADLINE:** **Nautica** bets on design; style seen as key to Pfaltzgraff line.

**BYLINE:** Goldbogen, Jessica

**BODY:**

With the ink still damp on their signed agreement, Pfaltzgraff and **Nautica** Home are banking on fashion-forward designs -- not just the **Nautica** name -- to make their tabletop line a success.

Under the **Nautica** Home label, Pfaltzgraff will produce a complete tabletop assortment, including dinnerware, glassware, flatware, serveware, pantryware and collectible mugs.

Retailers, as well as executives from both Pfaltzgraff and **Nautica**, were quick to point out that the new line must bring something new to the tabletop category in order to succeed.

"It's all going to depend on the product. **Nautica** Home does not necessarily have a big following," said Gina Bernal, divisional merchandise manager for tabletop and gifts for The Bon Marche.

She pointed out the difficulty of translating the style of ready-to-wear to tabletop products.

"Not necessarily do all the ready-to-wear names translate to the home. It relates to soft home; you're talking the same medium," she said. "But you have to translate it to glass, to tabletop."

Whether or not she picks up the product depends on its design, she said. "I would like to wait and see the actual product," said Bernal. "They'll have to have a lot of marketing. But it's a new twist, it's exciting and different. I wish it well."

"The design of these products has to be excellent," agreed Dave Lengyel, president of Pfaltzgraff. "The fact that they are from **Nautica** and Pfaltzgraff is just a plus."

Meanwhile, David Chu, president and chief executive of **Nautica**, believes that the **Nautica** tabletop line's merit lies in the casual, sporty lifestyle that both **Nautica's** sportswear and home furnishings are designed around.

**Nautica** products will be entering the housewares level of the tabletop market. Conversely, most designers

who entered the tabletop category, such as Calvin Klein and Ralph Lauren, design products for the upstairs.

Although specific designs are still in the works, Chu said the line will be sold open stock and will most likely consist of four to six collections.

"People can create their own unique combinations," he said. "That's the way lifestyle is. **Nautica** has a casual, leisurely quality. The dinnerware will embody our style of classic, but with a new attitude."

**Nautica** Home's textiles are known for their upscale casual looks, such as men's wear textures, country florals, tartans and tattersalls.

The housewares tabletop category is lacking in designer-licensed products, noted a housewares tabletop buyer for a regional department store. "I think the line will step into a place where there isn't a lot of licensed product," he said, adding that his store has had success thus far with the **Nautica** Home textiles.

Currently, Nicole Miller, whose dinnerware is supplied and marketed by Sakura, is the only designer represented at the housewares level.

Both **Nautica** and Nicole Miller are entering a segment of the market where brand recognition is not very strong. On the housewares level, the tabletop category does not have as many well-recognized brands, with the exception of names like Pfaltzgraff, Oneida, Corelle and Farberware.

The upstairs tabletop category is populated with brands that rank high in consumer recognition, such as Mikasa, Lenox and Waterford. These brands and others, made popular by the bridal market, are seen as "safe bets" by consumers.

In the upstairs segment, industry estimates place total sales of the designer brands at between \$ 30 million and \$ 40 million. The total upstairs market, including dinnerware, crystal, flatware, silverplate and sterling, is \$ 1.91 billion.

By contrast, designer-licensed textiles, the most developed of all the designer categories, accounts for \$ 1 billion across all retail channels -- up to 30 percent of all home textiles sold.

Ralph Lauren Home is the largest at about \$ 20 million. The firm's line of dinnerware and glassware is marketed by its own Ralph Lauren Home division; the flatware is by Reed & Barton.

The remainder of the designer business in tabletop includes Raymond Waite, marketed by Block China; Christian Dior by Sasaki; Versace by Rosenthal; Calvin Klein by Swid Powell, and Christian LaCroix by Christofle.

Lengyel called Pfaltzgraff's agreement with **Nautica** Home "excellent timing." He sees **Nautica** as reaching younger consumers, a demographic that Pfaltzgraff has been targeting with recent products and ad campaigns. Typically, the Pfaltzgraff self-purchase consumer is between 35 and 50.

As for **Nautica's** tabletop sales projections, Chu said estimations would be premature. "I don't have a particular dollar figure in mind yet," he said. "My goal is creating the best possible dinnerware."

The deal with **Nautica** marks the first time Pfaltzgraff has supplied products under another company's brand.

"It's part of our strategic direction, but I don't know how far beyond this we intend to pursue it," said Lengyel. "We're not looking to be a supplier to every other designer."

The line is aimed at the housewares tabletop departments of better department stores -- the predominant channels for **Nautica** Home.

But Chu also sees opportunities beyond department stores. "The products will have wide distribution, to catalog houses and specialty shops." The furniture line, which will be unveiled later this month, will be sold through furniture stores.

**IAC-CREATE-DATE:** October 14, 1997

**LOAD-DATE:** October 15, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) [\(Edit Search | Suggest Terms for My Search\)](#)

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Date/Time: Monday, June 19, 2006 - 5:33 PM EDT



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Source: News & Business > Combined Sources > News, All (English, Full Text) [1]

Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

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*SUMMER SET TO SIZZLE Sunday Mail (Queensland, Australia) October 12, 1997, Sunday*

Copyright 1997 Nationwide News Pty Limited  
Sunday Mail (Queensland, Australia)

**October 12, 1997, Sunday**

**SECTION:** ADVERT; Pg. 18

**LENGTH:** 474 words

**HEADLINE:** SUMMER SET TO SIZZLE

**SOURCE:** QNP

**BYLINE:** DUGGAN A

**BODY:**

IT is almost as if fashion gurus were forewarned that Queensland is set for a long, hot summer.

The new season's fabrics are ultra cool \_ ice pale shades, aquas and eau de nil which will be everywhere complementing the pretty, floating styles you'll see in all the leading shops, particularly at Westfield Indooroopilly where their many fashion shops are all in spring mode.

There are three distinct colour palettes coming in just now: delicate pastels with that ice cool look, neutrals like sand and honey and exciting spicy tones of chilli, olive and cardamon for that a sophisticated mood.

They can all be seen in the exciting fashion parades scheduled on centre stage in the coming week at Westfield Indooroopilly.

Fabrics will mirror this romantic, feminine look with lots of light sheer layers being the trend this summer.

The more avante garde among us will opt for the sheer look with nothing underneath, while others will achieve a similar effect by choosing filmy garments with flesh coloured linings or opting for several layers.

In complete contrast, the alternative "in" look will be that of the easy-to-wear stretch suede.

As for the designs themselves, you'll find midriff scoop necklines everywhere and bare bits peeping out at waist level.

Skirts can be long or short, so long as they are simple.

There'll be classic linen looks or the sheer numbers but they will all sport an oriental influence with clean lines and lots of splits. They look stunning with sheer tops or fine sleeveless silky knits tops.

Summer essentials will include slide shoes, raffia bags and plain silver jewellery, all designed to complement the ice cool prettiness of the 1997/98 summer look.

And for the men?

Anything American is the rage this year with sharp, smart lines reflected in both formal and casual wear.

For those dressed-up events you'll see the fellas in neat slimline suits and shirts with higher collars and not a pair of baggy pants in sight.

Eye-catching fabrics with plenty of interesting textures and strong colours are in, with those from Germany and Italy attracting most attention.

Manufacturers like Hugo Boss and Bagnato make excellent use of these fabrics while others like Tommy Hilfiger, Gant and **Nautica** all have good ranges exemplifying the new look.

Casual dressing this season is very bold and more defined than it has been in the past.

Monotones are out and stronger colours, like those in the new "fringe citrus" range are in.

These new shades include burnt orange and pistachio greens but are more subtle than the shrieking lime greens and vivid oranges of last season.

Gant, Ralph Lauren and Timberland have gone to town on the new look and you'll find them at men's fashion outlets at Westfield Indooroopilly \_ most definitely one of Brisbane's leading shopping centres for "in" clothes.

**LOAD-DATE:** March 1, 2002

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [1](#)

Terms: [nautica](#) and [date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*WEISSHOUSE: 'MOST ENJOYABLE' FOR SHOPPING Pittsburgh Post-Gazette (Pennsylvania) October 12, 1997, Sunday,*

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Pittsburgh Post-Gazette (Pennsylvania)

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**October 12, 1997, Sunday, FIVE STAR EDITION**

**SECTION:** LIFESTYLE, Pg. G-11, IN FASHION

**LENGTH:** 681 words

**HEADLINE:** WEISSHOUSE: 'MOST ENJOYABLE' FOR SHOPPING

**BYLINE:** GEORGIA SAUER

**BODY:**

It doesn't take much to get normally effervescent Lou Weiss of Weisshouse enthusiastic, but this time he has good cause to be. He was surprised to find out that his family store was named in the November/December Metropolitan Home magazine Metro section on travel.

In "An Insider's guide to the best new places to eat, shop, sleep and visit - from Paris to Pittsburgh," this is what the shelter magazine says about Pittsburgh's own:

"The airy Weisshouse Design Store might be the most enjoyable place in town to shop for well-designed home furnishings. The Shadyside emporium stocks everything from Mitchell Gold sofas to Eames chairs.

"The fun part comes from co-owner Lou Weiss's antic efforts to charm, offering customers everything from Weisskrispic treats (chocolate bars) to Weissstea (champagne), which he delivers when you buy furniture."

He's in pretty heady company, with stores in London and New Orleans also mentioned. Good going, Lou. You made the big time.

THE TURNSTYLE: A Jones New York fashion show and cocktail reception to benefit the Pittsburgh Race for the Cure will be 6 p.m. Oct. 16 in Kaufmann's Downtown store, hosted by Sheila Hyland of WTAE-TV, with clothing by Jones New York and Lauren by Ralph Lauren, which is manufactured by Jones New York. Deanna Randall, president of Jones New York, will be the special guest. Call 521-CURE to reserve the \$ 20 tickets.

The Downtown store also will sponsor a holiday entertaining and decorating benefit for the Greater Pittsburgh Community Food Bank at 6 p.m. Nov. 5. Call 232-2313 for the \$ 10 reservations.

And Kaufmann's Liz Claiborne shows will be Nov. 2 in Ross Park Mall, Nov. 8 Downtown and Nov. 9 at South Hills Village. Tickets are \$ 10; call 232-2313 for reservations.

Designer Days '97, Nov. 8, 9 and 10 at the David L. Lawrence Convention Center, will benefit the National Council of Jewish Women Pittsburgh Section. Money raised will be used to support the Susan G. Komen Breast Cancer Foundation Race for the Cure; Silent Witness Initiative, a domestic violence awareness program; Council Care Senior Adult Day Care Centers; the Jane B. Lobl Children's Waiting Rooms in

Family and Juvenile Courts; and "many more."

Louis Anthony Jewelers has opened a gift store in the Galleria, Mt. Lebanon, from October through the end of January, carrying gifts like Waterford crystal, Limoge and Herend china, hand-painted glassware and jewelry boxes.

H. Baskin Clothier is having a Geiger trunk show Oct. 18 in the Galleria, Mt. Lebanon, and Oct. 25 in Ross Park Mall.

Keck Jackson of Jackson's Cabinet Shop in Allison Park has been selected to be in Early Homes Magazine's 1997 directory of traditional American crafts. He was chosen for "his outstanding work in 18th century reproduction furniture."

Charlotte Hornets basketball star Glen Rice, 1997 NBA All-Star Game MVP, recently signed a "three-year, multimillion contract" with **Nautica** Competition, including "product usage, new product prototype testing, spokesperson responsibilities, as well as personal appearances."

The free Greater Pittsburgh Bridal Show will begin at 12:30 p.m. Oct. 26 at the Pittsburgh Airport Marriott, including a fashion show at 2 p.m. and two ballrooms of bridal exhibits to plan your wedding.

The prestigious travel magazine, Conde Nast Traveler, has named Nemacolin Woodlands Resort & Spa in Farmington one of the 10 best spas in the U.S. Nice to have you close to home.

The Frick Art & Historical Center, Point Breeze, is having a workshop at 7 p.m. Oct. 16 that will begin with a tour of the current exhibit, Plains Indian Drawings 1865-1935, Pages from a Visual History, followed by a workshop to decorate your own Lakota box, using patterns from the exhibit. Cost, \$ 7. Call 371-0606 for reservations.

Ruth Young, Shadyside, will have a Basler European sportswear trunk show Nov. 3, 4 and 5.

Henne Jewelers in Shadyside will have an exhibit of the "Black Pearls of Tahiti, the rarest pearls in the world," Oct. 16-21, which range in price from \$ 350 to \$ 75,000.

**LOAD-DATE:** October 18, 1997

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) [\[i\]](#)

Terms: [nautica](#) and [date](#)(geq (1/1/1997) and leq (12/31/1997)) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*In Style;IN FASHION;BRIEFS The Atlanta Journal and Constitution October 12, 1997, Sunday,*

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**October 12, 1997, Sunday, ALL EDITIONS**

**SECTION:** DIXIE LIVING; Pg. 08M

**LENGTH:** 316 words

**HEADLINE:** In Style;  
IN FASHION;  
BRIEFS

**BYLINE:** Marylin Johnson

**BODY:**

A half-century of designs on display

If you are in New York, stop by the Museum at the Fashion Institute of Technology, Seventh Avenue at 27th Street, for the exhibit "50 Years of Fashion: New Look to Now." Fashions from the museum's collection include Halston's ultrasuede shirtwaist (above), Dior's full-skirted New Look dress and Yves Saint Laurent's Mondrian dress. It runs through Jan. 10. Free.

Information: 212-217-5800.

Get Happy and smell good

For its third women's fragrance, Clinique has chosen the name Happy (right). "Happiness is the new modern ideal," says Jim Nevins, creative director of Clinique Laboratories. "It's the most enviable commodity yet much more attainable than wealth, power and possessions." Happy's a multilayered floral that includes five notes never before used in fragrance: boysenberry, mandarin tree blossom, Hawaiian wedding flower, morning dew orchid and melati blossom. A 1.7-ounce spray is \$ 35; a 3.4-ounce spray is \$ 47.50. At Clinique counters.

Head-turning shades

Revlon is introducing ColorStay Haircolor, a permanent cream-gel that resists fading or dulling between applications. Available in 24 shades, (spokesmodel Cindy Crawford, above, wears Lightest Golden Brown), the formula has built-in ultraviolet absorbers to provide extra sun protection against color change. The formula allows for easy, no-mess application and provides complete coverage, even on gray hair. ColorStay is \$ 6.99 and available at drugstores and other retail stores.

Men in blue

It seems males can't get enough of the denim stuff. That's why designer David Chu has launched his **Nautica** Marine Denim collection, with jeans, shirts and jackets (above). The jeans are available in three silhouettes ---relaxed, classic and loose ---and three washes ---light blue, medium stonewash and black-dyed denim. \$ 22-\$ 110.

At Rich's.

**GRAPHIC:** Color Photo: Halston's ultrasuede shirtwaist, part of the Museum at the Fashion Institute of Technology's collection.

Color Photo: Clinique's new women's fragrance, Happy

Color Photo: Cindy Crawford wears Revlon's Lightest Golden Brown lipstick.

Color Photo: Male models wearing David Chu's new **Nautica** Marine Denim collection.

**LOAD-DATE:** October 13, 1997

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) [\[i\]](#)

Terms: [nautica and date\(gteq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*NAUTICA MAKES A SPLASH IN SU SHOW AUDIENCE APPLAUDS FASHIONS AND STUDENTS WHO MODEL THEM. The Post-Standard (Syracuse, NY) October 18, 1997 Saturday Metro Edition*

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# The Post-Standard

The Post-Standard (Syracuse, NY)

October 18, 1997 Saturday Metro Edition

**SECTION:** LOCAL NEWS; Pg. B1

**LENGTH:** 357 words

**HEADLINE:** NAUTICA MAKES A SPLASH IN SU SHOW AUDIENCE APPLAUDS FASHIONS AND STUDENTS WHO MODEL THEM.

**BYLINE:** TASNEEM A. GRACE The Post-Standard

## BODY:

Meredith Danziger went to check out the clothes. She didn't even know she was sitting fewer than 10 seats away from the man responsible for bringing the **Nautica** fashion show to Syracuse University Friday evening.

"The CEO of **Nautica** is over there?" asked Danzinger, a junior retail major as she glanced right. "I'm going to take a picture of him."

Before Harvey Sanders, chairman of the board of **Nautica** Enterprises Inc., addressed the SU audience, he seemed effortlessly to blend with the crowd.

Sanders was accompanied by his wife and two young children. He was one of many parents at SU for the annual Parents Weekend.

Perhaps his heavy navy fleece **Nautica** Competition sweat shirt could have made him more conspicuous.

Nope.

The audience of about 300 focused on the runway to watch 55 SU students model the **Nautica** '97 clothing line.

Sanders sponsored the fashion show as part of the Sue Ann Genet Lecture Series hosted annually by the College of Human Development. The 16-year-old, eight-day event draws prominent retail, fashion and design speakers to SU.

**Nautica**, known for its blend of sporty styles and classic lines, has been featured in fashion shows around the country. However, this was the first time the clothing company put on a show at a university, Sanders said.

"Anybody who likes what they see can hurry down to your Kaufmann's store in the" Carousel Center, he told the audience.

Minutes later, rock and techno music filled the Goldstein Auditorium of Schine Student Center. The models appeared in twos and threes to the applause and cheers of their parents and peers.

The fashions ranged from khakis, plaid tops and wool scarves to gloves, baseball caps, boots and ski wear. The hues included the classic **Nautica** reds, blues and whites along with earth tones in chocolate, maroon and rust.

Nanaboakye Tutu, a 20-year-old information systems technology student, watched the 20-minute show clad in a Ralph Lauren button-down shirt.


"The thing I like about **Nautica** is the sportsman line," he said.

But Tutu's top attraction was the student-studded performance.

"My friends are in it," he explained.

**GRAPHIC: PHOTO;** IRENA PASTORELLO/Contributing photographer; Si Nae Bong, a Syracuse University fashion design student from Korea,; hangs clothes in a makeshift dressing room Friday during a Nautica; fashion show at the university's Schine Student Center. **Nautica;** chairman Harvey Sanders spoke to the audience. Color.

**LOAD-DATE:** January 30, 2003

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*Jostling Nike Forbes October 20, 1997*

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**Forbes**  
Forbes

October 20, 1997

**SECTION:** MANAGEMENT, STRATEGIES, TRENDS; Pg. 158

**LENGTH:** 502 words

**HEADLINE:** Jostling Nike

**BYLINE:** By Kelly Barron

**HIGHLIGHT:**

Does the world really need another sneakermaker? **Nautica** and Genesco aim to find out. So do Ralph Lauren and Tommy Hilfiger.

**BODY:**

**NAUTICA ENTERPRISES, INC.**, the \$ 387 million (sales) clothing company, licenses its name for fragrances, watches and luggage. Sneakers? Why not?

**Nautica** is selling a line of athletic shoes retailing from \$ 60 to \$ 95. The market is tempting because sneakers are a low-tech product made in low-wage Far East factories and carry high margins. But it's a business where marketing is all, or nearly all, and Nike, Reebok, L.A. Gear, Fila, Converse and Adidas are master marketers. Nevertheless, David Chu, **Nautica's** founder and chief designer, thinks he has a shot. "When you have a large market," he says, "there's always room for a new idea."

To cut through the sneaker clutter, **Nautica** has signed Glen Rice, forward for the Charlotte Hornets, to a three-year endorsement deal estimated at \$ 2 million. Rice won't turn **Nautica**, which sells khakis and primary-colored polos, into an athletic powerhouse like Nike, but it buys the company some credibility. **Nautica's** footwear line is selling through 600 Foot Locker stores and in department stores that carry the company's clothes.

**Nautica** is joining the sneaker scrum through a fairly straightforward licensing deal. The new shoes will bear the **Nautica** name but will have very little of **Nautica's** money behind it. Genesco Inc., the 73-year-old Nashville footwear manufacturer and retailer (sales: \$ 461 million) that makes Johnston & Murphy shoes, will bear all the manufacturing and distribution costs.

For every pair of **Nautica** shoes that retails at \$ 95, **Nautica** pockets about \$ 2.85, based on the wholesale cost of the shoes.

Say this for David Chu, 42: He knows the value of the **Nautica** name. He started **Nautica** in 1983 after deciding not to follow his father into the Chinese restaurant business. Chu took some courses at New York City's Fashion Institute of Technology, then set out on his own to design colorful -- but tough and functional -- men's outerwear. A year later he sold his outfit to Harvey Sanders' State-O-Maine, Inc. clothing company (FORBES, Nov. 25, 1991). The merged company took the **Nautica** name in 1993, with Sanders, now 47, as

chairman and chief executive, and Chu as executive vice president and head of design.

It has been a profitable partnership. From 1992 to 1997, the company's revenues and net income grew from \$ 121 million to \$ 387 million and \$ 8 million to \$ 44 million, respectively. With little debt and relatively small amounts of fixed capital, **Nautica** last year earned 23% on shareholders' equity. The company has made both men rich. Chu owns 3.9% of **Nautica**, worth about \$ 45 million. Sanders owns 11%, worth about \$ 131 million.

If Chu and Sanders expect their sneaker business to further enhance their wealth, they will need to hustle. The business is getting crowded. Tommy Hilfiger has licensed its name to an athletic shoe produced by Stride Rite Corp. Ralph Lauren's Polo is teaming up with Reebok/Rockport. Sunglasses-maker Oakley, Inc. plans to introduce a line of sneakers in 1998.

**GRAPHIC:** Picture 1, **Nautica's** David Chu, SUSAN SALINGER; Picture 2 and Graph, Flat feet, Fashion companies are flooding the footwear market, but sales growth has stalled. Source: Footwear Market Insights.

**LOAD-DATE:** October 13, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) [\(Edit Search | Suggest Terms for My Search\)](#)

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*Area stylists raise nearly \$2,000; Money from annual - Clip for the Austin American-Statesman (Texas)  
October 23, 1997*

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Austin American-Statesman (Texas)

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**October 23, 1997**

**SECTION:** Lifestyle; Pg. E3

**LENGTH:** 499 words

**HEADLINE:** Area stylists raise nearly \$2,000; Money from annual - Clip for the

**BYLINE:** Douglas Ryan

**BODY:**

A good haircut and a charitable spirit are essential elements of personal style. Haircare giant Regis Corp. recently gave its mall customers a chance to have both at once. On Oct. 4, more than 10,000 Regis hair stylists volunteered their time and talents to the Seventh Annual Clip for the Cure fund-raising event. Mall customers were offered \$10 haircuts, and all proceeds will be donated to breast cancer research.

David Campos, the manager of Regis in Highland Mall, said the Austinoff was extraordinarily successful.

"We had a lot of fun and raised \$1,961 in the Austin area for breast cancer research," Campos said. "We want to thank all the people in Austin who stopped in to get a haircut and help out the cause."

Campos said that in addition to the Oct. 4 proceeds, 10 percent of retail sales from Oct. 1 to 15 will be donated.

Money collected from the Clip for the Cure is distributed through the Regis Foundation for Breast Cancer Research to organizations that focus on breast cancer research and education. Recipients have included the Susan G. Komen Foundation for Breast Cancer Research and the Canadian Breast Cancer Foundation. Past donations from Regis Corp. also have paid for more than 25 first-year grant recipients, whose breakthrough research is often too preliminary and experimental to receive government money.

To date, Regis Hairstylists has raised nearly \$2 million for breast--cancer research. Breast cancer strikes one out of every eight women.

\*

Many rock-climbing enthusiasts pursue their sport in Central Texas. If Enchanted Rock lacks the romance and mountain views of some higher peaks, it also lacks blizzards and high winds that go with some peaks.

Rock-climbing is a demanding sport in any environment, and demanding sports require performance sportswear.

The **Nautica** Competition Collection has expanded for fall '97, with a new line of high-performance athletic apparel for rock-climbing enthusiasts. It's a natural fit for **Nautica**, since designer David Chu showed his first outerwear designs in 1983 and has developed a worldwide reputation for performance-driven men's fashion.

"Technology has transformed sports apparel," Chu said. Today's athlete wants everything in his sports gear to enhance his athletic performance, and that includes his clothes."

The **Nautica** line is a result of studying the way the body moves and the way an athlete thinks. Chu adopted the strategy of studying ski, track and field, cycling, running and workout needs, then he engineered a collection that worked specifically for each sport. Now he has done the same for rock climbers.

The backbone of the expanded collection is Nautex, a fabric engineered by Chu that is wind- and water-repellent and breathable. This is combined with Nautech Fleece, for layering, so that climbers stay warm and dry when the weather kicks up on the rock.

The **Nautica** Competition Collection is available at department and specialty stores nationwide.

**GRAPHIC:** Regis Hairstylists has raised nearly \$2 million for breast cancer research through its Seventh annual Clp for the Cure. // The **Nautica** Competition Collection keeps rock climbers in mind in a Tactel parka with stand-up collar and hidden hood (\$185).

**LOAD-DATE:** October 23, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[1\]](#)

Terms: [nautica](#) and [date](#)(geq (1/1/1997) and leq (12/31/1997)) [\(Edit Search\)](#) [Suggest Terms for My Search](#)

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Terms: nautica and-date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

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*DISIGNER FURNITURE; DESIGNERS BREAK OUT OF CLOTHING, INTO HOMES Charlotte Observer (North Carolina) October 25, 1997 Saturday ONE-3 EDITION*

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Charlotte Observer (North Carolina)

**October 25, 1997 Saturday ONE-3 EDITION**

**SECTION:** HOME; Pg. 1E

**LENGTH:** 1220 words

**HEADLINE:** DISIGNER FURNITURE;  
DESIGNERS BREAK OUT OF CLOTHING, INTO HOMES

**BYLINE:** ALLEN NORWOOD, Home Editor

**DATELINE:** HIGH POINT

**BODY:**

You know and trust the top designers' brand labels on clothing, on fragrances, even on automobiles - and furniture manufacturers are betting that you'll continue to react the same way when you see recognizable names on sofas and tables.

A trend that has been gaining momentum the past few years shifted into overdrive at the fall furniture market, which closed this week, as companies introduced collections bearing the names of Bill Blass, Eddie Bauer and **Nautica**.

The three join such notables as Ralph Lauren and Alexander Julian - who, by the way, expanded their own lines for Henredon and Universal Furniture.

Twice a year, 70,000 wholesale buyers from around the world come to the International Home Furnishings Market to review the new furniture styles and buy for retail stores. The market isn't open to consumers, but it's a good indicator of what will be on showroom floors in about six months.

Based on the fall market, what you'll see is more of a look that insiders call relaxed or casual elegance.

It's marked by lighter hues and less glossy patinas on wooden furniture, or case goods, and softer colors and less formal tailoring on upholstered furniture.

Blass said he chose both the colors and sheen for his line for Pennsylvania House to match today's more casual lifestyle.

His designs, which include 53 case goods creations, are available in solid cherry and oak, and in an even lighter antique pearl finish.

The designs are based on his own collection of antiques at his Manhattan apartment and Connecticut country home - he owns only antiques, he said - but pieces have been scaled down, and most aren't as imposing as the dark, highly polished originals.

"I didn't want dark wood," he said. "I think people don't live their lives in a dark way. And the matte finish is more comfortable, more versatile. It's elegant, but comfortable to live with, too."

Blass compared his efforts for Pennsylvania House to the work he did for Ford, when he was putting his stamp on the interiors of Lincoln Continentals.

He doesn't have to know how to build a table or automobile, he said, to help a manufacturer match its product to customers' wardrobes.

"When I was working for Lincoln, everybody was wearing more casual clothes. . . . More natural fabrics, with more relaxed styling. . . . But the car was full of metallic surfaces. I said, What the hell is this?"

"The clothes people wear should match the way they live their lives. That should be reflected in the rooms they live in, too.

"The only thing I can offer anybody is my own taste or my own style. It's very gratifying that they appreciate that, that they want to live their lives with less clutter, with fewer pieces but great pieces."

Blass' favorite piece in the new collection is a heavily carved secretary in antique pearl, based on a Belgian original in his own foyer.

A 19th-century Scottish bench with triple-arched back inspired several pieces, including a sleigh bed and dresser. An English William Kent conservatory bench - in stone - was the motivation for a bed with a 74-inch-high panel back and carved extension off the headboard and footboard. Blass even designed a paisley fabric to line the drawers of a six-drawer oak chest.

An antique table 8 feet in diameter was the inspiration for a table 6 feet in diameter, and Blass said he was a bit startled by how well classic furniture design endured when the size was changed dramatically.

"Yes, I was surprised that came off so well," he said. "Not in every case, but most of the time. I was surprised at how good design translated to much larger or smaller scale."

The furniture industry has turned to name designers like Blass to help it escape from its recent doldrums.

Such instantly recognizable names expand the appeal to the consumer. At last fall's market, Julian predicted that more designers would be stamping their names and looks on furniture lines. (The buzz at last week's market was that Liz Claiborne could be next.)

Blass said he chose to join Pennsylvania House because the company agreed to give him freedom to experiment with his own ideas.

"And the fact that they're only a couple of hours from New York (in Lewisburg, Pa.) had something to do with it, too," he said with a deep laugh. "I can drive there."

Like Blass' name, the **Nautica** and Eddie Bauer labels also are associated with auto lines.

The **Nautica** label appears on the interior of a Villager minivan by Lincoln-Mercury and, of course, plush Ford four-wheelers bear the Bauer logo.

Like Blass, **Nautica** CEO and chief designer David Chu chose classic designs on which to build his 150-piece collection for Lexington Furniture.

The **Nautica** collection is largely based on Colonial English and British West Indies styles, in cherry and "butterscotch" maple finishes.

"We made a trip to the Caribbean. . . . to great houses off the beaten path," said Richard Graves,

Lexington's senior vice president for marketing. "We visited Nevis, St. Kitts, Jamaica and Barbados. . . . We looked for classic designs, and tried to give them a contemporary or eclectic twist."

In other words, Graves said, they tried to translate furniture the way **Nautica** translates men's fashion.

The collection actually consists of four diverse groups. One features the campaign look from the 19th century, with softened corners and more formal hardware. Another features highlights of bamboo, cane and woven seagrass.

Graves said many of the pieces were scaled down from the originals. "They have such high ceilings down there." And, like the Blass creations, many **Nautica** pieces are lighter in color and less glossy than the originals.

Lexington also produces furniture collections bearing the names of North Carolina artist Bob Timberlake and golfer Arnold Palmer. Graves said the **Nautica** collection is priced between those two lines, in the upper middle price range.

The new **Nautica** line should begin reaching department and furniture stores in March.

Lane Furniture's new Eddie Bauer collection has simpler lines than either the Blass or **Nautica** collections, but is instantly recognizable as a blend of classic looks.

"The Eddie Bauer people came to us about 18 months ago," said Lane's Bill Martin. "The notion they had is that they wanted something between Shaker and Mission."

Both Mission and Shaker are unadorned looks. "They said, We do not want fussy furniture." "

Mission, of course, is often dark. "They said, No, no, no - we want something light."

What Lane came up with is a look that combines light pine in a clear finish with inset panels of cherry. And almost every piece has function built in that might not be apparent at first glance.

Upright pieces have clothes-hanging rods that pull out from their sides. One chest has a cedar-lined compartment, and a bed has a helpful shelf built into the headboard. A kitchen island has a folding, butcher-block top.

"They said they wanted function, too," Martin said.

The collection includes 15 pieces that will only be available in Eddie Bauer stores and catalogs. Another 70 pieces will be available through the Bauer outlets, and through other Lane retailers.

Dealers have been so eager to begin selling the new line that Lane plans to start shipping in December, six weeks ahead of schedule.

#### **GRAPHIC:** Photo-7;

1. & 2. Photo by Pennsylvania House: The hand-carved secretary from the Bill Blass Collection, above, features a lighted interior. The Sutton chaise, below, features a high flared arm and waterfall skirt. 3. & 4. Photo by The Lane Company: This Eddie Bauer Lifestyles chest combines pine with inset panels of cherry veneer for strong contrasts. The "clocktail" table, below, features the familiar logo. 5. Photo by Lexington Furniture: Many of the **Nautica** creations, like this cherry chest, were inspired by antiques from the West Indies. 6. Photo by The **Nautica** collection combines woven rope, bamboo and sea grass with nautical motifs. 7. Photo by Pennsylvania House: Inspired by the designer's rare English baroque stone conservatory bench, the William Kent bed from the Bill Blass Collection features a 74-inch headboard and side extensions that are pierced and curved.

**LOAD-DATE:** October 17, 2002

Source: News & Business > Combined Sources > News, All (English, Full Text) [i]  
 Terms: nautica and date(geq (1/1/1997) and leq (12/31/1997)) (Edit Search | Suggest Terms for My Search)

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*Singapore retailer gains foothold in Seoul / Royal Sporting House, Taeseung Company, RSH Holdings*  
 Copyright 1997 SINGAPORE STRAITS TIMES October 27, 1997

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October 27, 1997

**SECTION:** News

**LENGTH:** 527 words

**HEADLINE:** Singapore retailer gains foothold in Seoul / Royal Sporting House, Taeseung Company, RSH Holdings

**BYLINE:** Kalpana Rashwala

**BODY:**

Royal Sporting House first to make foray

HOMEOWN Royal Sporting House (RSH) Group has become the first Singapore retailer to go into South Korea, opening a 10,000 sq ft outlet in Seoul last week through a franchise arrangement.

The outlet, showcasing a range of brands including Nike, Reebok, Adidas, Rockport and Converse, is the first outlet in the country to group various sporting goods brands within the same store, according to Mr K. H. Wong, business development director of RSH Holdings.

The group's franchisee is Taeseung Co, an apparels group which owns the leading brand of jeans in the country, Nix.

RSH Holdings will also have an equity interest in the franchise operation. "We are revolutionising the sports retailing concept in

South Korea. Before this, such brands were sold at separate outlets," Mr Wong said in an interview.

Besides footwear and sporting goods, the Royal Sporting House concept store in Seoul also sells apparel, sun glasses and watches such as Guess, **Nautica** and Swiss Army.

RSH Holdings is planning at least two more similar outlets in the country next year. The group is also considering introducing its Golf House (selling golfing equipment), Why Pay More (a value retailing format) and Watch Terminal USA concept stores there.

In addition to retailing, RSH Holdings plans to step up its distribution business in South Korea.

It has already been distributing the Dr Martens line there for the past three years, again through a partnership with Taeseung.

RSH Holdings chairman J. S. Gill said: "In 1979, when I opened my first store in Singapore, I never thought that 18 years later, we would be franchising our business in places like North Asia."

Mr Gill, the founder of Royal Sporting House Group, set up RSH Holdings, a \$ 70 million tie-up with Indonesia's Gadjah Tunggal Group, earlier this year to tap the sporting goods, food and entertainment businesses worldwide.

Most of Royal Sporting House Group's sporting goods and fashion retail and distribution businesses have been pumped into RSH Holdings, except those in Indonesia and Hongkong, which are covered under earlier agreements with Gadjah Tunggal.

Within the next two years, these two markets will also come under RSH Holdings. China will be the next market for the company.

The first store is slated to open next year in Shanghai, with another two planned in Beijing and Guangzhou the following year.

Next on the cards are the South American markets including Chile, Brazil, Argentina and Paraguay, the European Union countries and the United States.

RSH Holdings hopes to set up outlets in these markets in the next two years. The group's existing retail operations span Singapore, Hongkong, Indonesia, Malaysia, Brunei, the Philippines, South Korea, and the Middle East.

Its distribution business covers these markets as well as Thailand, Vietnam and India. RSH Holdings is aiming for an \$ 800 million annual turnover by the year 2000 -more than double the nearly \$ 350 million sales chalked up by Royal Sporting House Group for the year ended April 30, 1997.

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**LOAD-DATE:** October 30, 1997

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*THE GOODS;HOW THE BEAUTIFUL PEOPLE GET THAT WAY In Style November, 1997*

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In Style

**November, 1997**

**SECTION:** BEAUTY/THE GOODS; Pg. 164

**LENGTH:** 494 words

**HEADLINE:** THE GOODS;  
HOW THE BEAUTIFUL PEOPLE GET THAT WAY

**BYLINE:** ALICE H. KIM

**BODY:**

**CLEAN SWEEP** Avoid sticky situations with Bath & Body Works Instant Anti-Bacterial Hand Gel (\$ 4 per bottle). Great for travel, these totable bottles--used by Tyra Banks, Lauren Bacall and Valerie Harper--are handy for those times when soap and water are not available. The colorful scented gels, including Kitchen Lemon, Country Apple and Vanilla Walnut, kill germs and moisturize the skin with aloe vera. Call 800-395-1001 for store information.

**LIP SMACKERS** With names like Snickerdoodle, Cream Puff, Sweet Torte and Ginger Snap, Benefit's Baker's Dozen lipsticks (\$ 13 each) are especially hard to resist. Elisabeth Shue, Ione Skye, Gwyneth Paltrow, Helen Hunt and Robin Wright have all indulged in these shimmery shades of iridescent color. The lipsticks are a real treat for the mouth--without the calories. Call 800-781-2336 to order.

**PLAY TIME** Athletes like Magic Johnson, Charlie Ward and Boomer Esiason just can't get enough game time, it seems. Maybe that's why they wear **Nautica** Competition (\$ 32.50, 2.4 fl. oz.), a citrus and woodsy scent with notes of bergamot and Egyptian rose geranium. Designed for the adventurous man, the silver-blue bottle is inspired by scuba gear. Available at department stores nationwide.

**TINY HELPERS** Even the smallest handbag can accommodate Make Up For Ever's compact sable brushes (\$ 85). The pleasingly short wooden-handled tools slip into a clear plastic pouch for easy identification of the kit's four different makeup brushes, perfect for blending eye shadow, contouring and lining the eye, and applying lipstick. Species' otherworldly star Natasha Henstridge picked up a set. For information or to order, call 800-757-5175.

**VINCENT'S PALETTE** Way to glow: The lustrous shades in makeup artist Vincent Longo's collection seem to capture the sparkle of natural light. His frost eye shadow colors (\$ 16) have brightened the lids of Candice Bergen, who favors Cream Glow, and Lauren Holly, who prefers the pink-bronze Seashell. Sigourney Weaver has sported both the Passion lip pencil (\$ 14) and Divine Flesh lipstick (\$ 18). Call 800-825-6646 for a store near you.

**PRETTY IN PINK** For Melanie Griffith and Jennifer Aniston, face washing is a one-two knockout punch, thanks to Guinot Paris's cleansing duos. First, the Refreshing Cleansing Milk removes makeup and de-bris, and then the Refreshing Toning Lotion (each \$ 22.50 for 6.7 oz.) follows up to rid the skin of impurities left behind. The sets are available in three formulas for dry, normal and combination skin types. Call 800-444-6621 for information.

SCRUB-A-DUB-DUB Vitia Sea Scrub exfoliating salts (\$ 18 for a three-packet canister) let you experience the benefits of a spa salt-rub at home. Massage one of the aromatic blends of sea salt, sweet almond oil and plant extracts onto the skin and slough off dead skin cells. Harmony, Laura San Giacomo's favorite scent, includes chamomile to soothe muscles. Call 800-848-4240.

--Alice H. Kim

**GRAPHIC:** SEVEN COLOR PHOTOS: ERAN OFFEK, [Bath & Body Works Instant Anti-Bacterial Hand Gel; Nautica Competition cologne; Benefit's Baker's Dozen lipsticks; Make Up For Ever's compact sable brushes; Vitia Sea Scrub bath salts; Vincent Longo makeup; Guinot Paris face cleansers]

**LOAD-DATE:** November 3, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [1]

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*THE SHOE FIT FOR NEW CEO AT GENESCO Palm Beach Post (Florida) November 2, 1997, Sunday,*

Copyright 1997 Palm Beach Newspaper, Inc.  
Palm Beach Post (Florida)

**November 2, 1997, Sunday, FINAL EDITION**

**SECTION:** BUSINESS, Pg. 5F

**LENGTH:** 979 words

**HEADLINE:** THE SHOE FIT FOR NEW CEO AT GENESCO

**BYLINE:** Karin Miller

**DATELINE:** NASHVILLE

**BODY:**

Ben Harris was just a country boy with a knack for selling shoes. More than three decades later, he's found a perfect fit with Genesco Inc.

Harris in February was named the company's chief executive officer, capping a career that began as a stock boy in a department store shoe department.

Genesco markets and distributes shoes under the names Johnston & Murphy, Dockers Footwear and **Nautica** Footwear, and boots under the names Laredo, Code West and Larry Mahan.

The company, with 3,500 employees, operates 556 retail stores, principally under the names Jarman, Journeys and Johnston & Murphy, and sells wholesale to more than 4,000 retailers.

But it was only a few years ago that the Nashville-based company nearly folded. Over-extended with too many product lines, the company's net worth dropped to \$ 6.9 million in 1994 and stock was below \$ 2 a share.

Talk about a rebound.

For the fiscal year that ended Jan. 31, the company's net worth was \$ 60.5 million, and in June, Genesco stock hit a 24-year high of \$ 15 per share.

"Shoes are fashion. That's what's most of these people didn't understand," Harris says of the executives running the company during the decline.

Genesco was brought back from the brink by Harris' predecessor, David M. Chamberlain, who took the chief executive officer post in October 1994. He closed plants and sold unprofitable divisions like men's suits, children's shoes and Mitre soccer gear.

He noticed that Harris ran one of the company's few successful areas: men's shoes. Profits were up in the Jarman lease division, which rents space in department stores to sell men's shoes. Harris had also brought the deep-in-the-red Jarman retail stores into the black within a few years.

So Chamberlain gave Harris control of Journeys, a mall chain targeting the teen market with unisex shoes



and brightly lit shops showing rock music videos. In its first few years, the stores hadn't taken off like Genesco had hoped.

With Harris at the helm, Journeys soared. In the first quarter, the stores reported a 21 percent increase in same store sales growth. That's on top of last year's 19 percent jump during the same time period.

Feeling his job was done, Chamberlain stepped down in February and turned control over to Harris, who is hardly the stereotypical CEO.

The youngest of four children, Harris, a high school freshman, was the only one still living at the family's Lewisburg, Ky., farm when his father, a coal miner, died.

To make ends meet, his mother went to work in a sewing plant, which, ironically, Genesco later bought.

"When I got out of high school, I told her it was time for me to start working and time for her to quit," Harris said of his 91-year-old mother, who is still living in Kentucky.

He got a job as a stock boy in the shoe department of a Sears department store in Nashville.

"They wouldn't even let me sell shoes," he says with a laugh. "I was a country boy. I didn't know anything else except how to run stock. That's what they thought."

But the 18-year-old was persistent.

"It wasn't long before they let me get out on the floor, sell some shoes. And it wasn't long until I was selling as many shoes as the top salesman who'd been there for many years. It kind of came naturally," he says.

Harris, 53, doesn't remember how much money he made at that first job or the first shoe he sold, "but it was probably a woman's shoe because I was single then," said Harris, who now has two grown daughters and is on his second marriage.

He has only had two jobs that weren't sales-related: his Army stint during Vietnam as a company clerk and a few months as a die cast operator.

After he was laid off from that job in 1967, he joined Genesco, selling shoes in a department store in Bowling Green, Ky.

From there, Harris moved from store manager to district manager to operations manager. He also worked in product development and merchandising.

He was named president and chief operating officer of the footwear manufacturer in November 1996, at which point he was expected to succeed Chamberlain.

"David got us back to the basics of being a footwear company," Harris said. "I think we're positioned well for the future."

Genesco is trying to make Johnston & Murphy shoes more casual to keep up with the trend toward relaxed office dress codes. There's also the new **Nautica** athletic shoe, endorsed by this year's All-Star MVP Glen Rice of the Charlotte Hornets.

But Harris says he'll be careful not to repeat the mistakes of the past by overexpanding.

In 1959, the company first created in 1924 as Jarman Shoe Co. by James Franklin Jarman, was renamed Genesco Inc. to reflect the acquisitions of several non-shoe related businesses. The company bought into some high fashion houses such as Bonwit Teller Henri Bendel, Charles Jourdan, and even the jewelry

company Tiffany & Co.

For a while, that philosophy served the company well. At one point during the 1960s, Genesco had a \$ 1 billion net worth, its stock was \$ 58 a share and the company was listed at No. 88 in the Fortune 100.

"Their thought was to have every type article of clothing a person could wear. But you know, we started in the shoe business and that's our heritage," Harris says.

Harris' common sense approach stems from years in the field. He still asks people about the kind of shoes they like and how long they plan to wear them. And, he's a walking advertisement, always wearing Genesco brands.

During a recent interview, Harris wore Johnston & Murphy dress shoes, but on other days he's just as likely to sport Laredo cowboy boots.

Analyst James Palczynski of New York's Ladenburg Thalmann & Co. Inc. said Genesco will probably continue to flourish under Harris' leadership.

"You don't bet on the horse, you bet on the jockey," he says - even when the jockey is wearing loafers.

#### NOTES:

EMPLOYMENT

**GRAPHIC:** PHOTO (B&W), THE ASSOCIATED PRESS, Ben Harris, CEO of Genesco, with some of the company's products at its Nashville headquarters.

**LOAD-DATE:** November 4, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) [\(Edit Search | Suggest Terms for My Search\)](#)

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*FASHION MAKES MARK ON FURNITURE The Miami Herald November 2, 1997 Sunday FINAL EDITION*

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The Miami Herald

**November 2, 1997 Sunday FINAL EDITION**

**SECTION:** HOME; Pg. 17H

**LENGTH:** 860 words

**HEADLINE:** FASHION MAKES MARK ON FURNITURE

**BYLINE:** ALLEN NORWOOD Knight-Ridder News Service

**DATELINE:** HIGH POINT, N.C.

**BODY:**

You know and trust the top designers' brand labels on clothing and fragrances, and furniture manufacturers are betting that you'll continue to react the same way when you see recognizable names on sofas and tables.

A trend that has been gaining momentum the past few years shifted into overdrive at the fall furniture market last month, as companies introduced collections bearing the names of Bill Blass, Eddie Bauer and **Nautica**.

The three join such notables as Ralph Lauren and Alexander Julian -- who, by the way, expanded their own lines for Henredon and Universal Furniture.

Twice a year, 70,000 wholesale buyers from around the world come to the International Home Furnishings Market to review the new furniture styles and buy for retail stores. The market isn't open to consumers, but it's a good indicator of what will be on showroom floors in about six months.

Based on the fall market, you'll see more of what insiders call relaxed or casual elegance.

It's marked by lighter hues and less-glossy patinas on wooden furniture, or casegoods, and softer colors and less-formal tailoring on upholstered furniture.

Blass said he chose both the colors and sheen for his line for Pennsylvania House to match today's more casual lifestyle.

His designs, which include 53 casegoods creations, are available in solid cherry and oak, and in an even lighter antique pearl finish.

The designs are based on his own collection of antiques at his Manhattan apartment and Connecticut country home -- he owns only antiques, he said -- but pieces have been scaled down, and most aren't as

imposing as the dark, highly polished originals.

"I didn't want dark wood," he said. "I think people don't live their lives in a dark way. And the matte finish is more comfortable, more versatile. It's elegant, but comfortable to live with, too."

The furniture industry has turned to name designers like Blass to help it escape from its recent doldrums.

Such instantly recognizable names expand the appeal to the consumer. At last fall's market, Julian predicted that more designers would be stamping their names and looks on furniture lines. (The buzz at the most recent market was that Liz Claiborne could be next.)

Like Blass' name, the **Nautica** and Eddie Bauer labels also are associated with auto lines.

The **Nautica** label appears on the interior of a Villager minivan by Lincoln-Mercury and, of course, plush Ford four-wheelers bear the Bauer logo.

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The **Nautica** collection is largely based on Colonial English and British West Indies styles, in cherry and "butterscotch" maple finishes.

"We made a trip to the Caribbean, to great houses off the beaten path," said Richard Graves, Lexington's senior vice president for marketing. "We visited Nevis, St. Kitts, Jamaica and Barbados. We looked for classic designs, and tried to give them a contemporary or eclectic twist."

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Fifteen pieces will only be available in Eddie Bauer stores and catalogs. Another 70 pieces will be available

through the Bauer outlets, and through other Lane retailers.

cutlines

KRT Photo NEW LOOK: A 'clocktail' table from Lane Furniture's new Eddie Bauer Collection was one of several lines designed by fashion gurus that were shown at the fall furniture market in High Point, N.C. The Eddie Bauer line uses a blend of classic looks.

**GRAPHIC:** photo: Lane Furniture's new Eddie Bauer Collection (TABLE)

**LOAD-DATE:** October 24, 2002

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) [\(Edit Search | Suggest Terms for My Search\)](#)

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*Name brands rule among savvy students Calgary Herald (Alberta, Canada) November 4, 1997, Tuesday, FINAL EDITION*

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Calgary Herald (Alberta, Canada)

**November 4, 1997, Tuesday, FINAL EDITION**

**SECTION:** LIVING: STYLE; Pg. B10

**LENGTH:** 462 words

**HEADLINE:** Name brands rule among savvy students

**BYLINE:** SARAH BINDER, CANADIAN PRESS

**DATELINE:** MONTREAL

**BODY:**

What's in a name? Everything, it seems, when it comes to teens making a fashion statement.

Fila says sports fan. **Nautica** exudes class.

Adolescents are walking billboards for brand names.

Tommy Hilfiger's signature flag -- red and white blocks outlined in navy -- leaps out from T's and sweatshirts. Nike's checkmark is unmistakable on caps, footwear or jackets.

"If you wear cheap stuff, people look at you, like, normally," says Yvonne Armaos, a junior high school student explaining why she's clad in brands from top to bottom.

But put on a Reebok suit, she adds, and "people say hey, that girl's cool. "That's why private schools have uniforms, so that you're not judged badly by your clothes."

Armaos, 12, likes Reebok, Fila, **Nautica**, Polo and Nike -- though her mom's down on Nike because of controversy over the exploitation of child labor.

Julio Reynel, 14, has a slightly different reason for why he struts his brands on the tracksuits that are his favorite clothing.

"Whatever you wear should try to satisfy you," he says. "It's just personally when I go to a sport I have to wear something that says I'm an athlete."

Reynel has two things in common with superstar Michael Jordan -- basketball and Nike.

Reynel bought a Nike tracksuit and Adidas pants in a recent shopping trip with buddy David Schepis, 16. He also likes wearing Puma because it shows he's a soccer fan.

He knows he pays for the name. A no-name tracksuit may sell for \$ 29.99 at the local mall's sports shop

but a Nike symbol inflates the price to \$ 59.99.

"So it's 30 bucks just for the brand name," says Reynel. "It bothers me sometimes. But I wouldn't buy the plain one.

"There's no use wearing the plain one. Just the name attracts people's attention."

Sports-related brand names are popular at teens' schools across the country. The brand-name trend has everything to do with the influence of sports -- especially basketball -- and music videos, especially rap, says Molly Alexander, manager of a Montreal clothing store.

"Music has influenced fashion in the '90s big time," says Alexander, 23.

"Sportswear has turned into a fashion statement," she says as she points to the popularity of stretchy material, white stripes, and even high-fashion platform track shoes.

"It's streetwear, it's what kids wear."

There are other styles in high schools. Skaters, a sub-group of grunge, have their own prominently displayed labels such as Exhaust, No Fear and Airwalks.

But other kids -- hippies and ravers, for example -- wouldn't be caught dead flashing a brand though there are stores and labels that cater to their distinct tastes, said Alexander.

As rappers started making money, they began wearing high-end labels to show off their wealth.

**GRAPHIC:** Color Photo: Associated Press / Michael Jordan has the Midas touch when it come to clothing endorsements.

**LOAD-DATE:** November 5, 1997

Source: [News & Business](#) > [Combined Sources](#) > [News, All \(English, Full Text\)](#) [\[i\]](#)

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*THE NAME GAME; High Point furniture market focuses on famous labels and designers The Houston Chronicle November 06, 1997, Thursday*

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**November 06, 1997, Thursday 2 STAR EDITION**

**SECTION:** FASHION; Pg. 1

**LENGTH:** 2231 words

**HEADLINE:** THE NAME GAME;

High Point furniture market focuses on famous labels and designers

**SOURCE:** Staff

**BYLINE:** MADELEINE MCDERMOTT HAMM, Houston Chronicle Home Design Editor

**DATELINE:** HIGH POINT, N.C.

**BODY:**

HIGH POINT, N.C. - What's in a name? When it's Eddie Bauer, Bill Blass or **Nautica** and the game is the furniture business, the right name could mean the sound of money.

Manufacturers at the fall International Home Furnishings Market here were banking on big names to bring in big sales.

The theory, they say, is that consumers' buying confidence rises with familiarity, with names they know and trust. So at the October installment of the world's largest furniture trade show, a number of savvy manufacturers showcased the designers - from headliners to talented newcomers - along with their armchairs, dining tables and imposing beds.

It appeared to be working at this stage of the game for the nine-day wholesale market, where manufacturers, furniture retailers, designers and media converge 70,000-strong for the semi-annual ritual of seeing, sitting on, ordering or reporting on what's new. In this normally slow-paced Southern city, the usual market buzz was different. The standard question of "What have you seen?" was replaced in showrooms and hallways with "Have you seen Bill Blass? What did you think of Eddie Bauer? How about **Nautica**?"

But Lane (Bauer), Lexington (**Nautica**) and Pennsylvania House (Blass) weren't the only crowded showrooms where order-taking was brisk. From a British designer and afternoon tea in a Cotswold-like setting to furniture reflecting the ambience of a famed golf resort, the names were often easier to remember than the furnishings of the 2,300 exhibitors in 150 buildings.

In recent decades, furniture designers' names have not been household words, but all that changed in 1990 when Bob Timberlake exploded onto the scene. Lexington's introduction of North Carolina realist artist Timberlake's comfortable, traditional furniture set off a sales phenomenon that's added names and faces to the industry.



Here's a look at some of the names that made news at this market. Normally, the new designs start showing up in stores and designer showrooms four to six months after market, but technology and competition are shortening many shipping dates. A few collections will debut next month, and a number will arrive in early 1998.

#### Bill Blass for Pennsylvania House

Two fellow American apparel designers paved the way for well-known couturier Bill Blass' entry into the furniture world. The unbridled success of high-fashion designer Ralph Lauren's pricey furniture collections with the look of "old money" was followed in the past few years by the immediate popularity of menswear designer Alexander Julian's more affordable designs for Universal.

In spare, gallerylike rooms inside the immense Pennsylvania House building, a dapper Blass roamed amid his 53-piece collection, amiably shaking hands and fielding questions from admiring retailers and reporters. The almost minimal look - different from the more decorated showrooms - was his idea, he explained.

"I hate clutter. I refuse to have (too many) accessories. Space in your house is the greatest luxury," Blass said. "I have spent over 40 years collecting. I'm always ready to go antiquing."

But a few years ago, Blass decided he needed more space in his widely published homes, a Manhattan apartment on Sutton Place and a 1779 stone house in Connecticut. "I edited my collection, putting things away in a warehouse in Long Island City. Now I rotate things."

The handsome new designs at Pennsylvania House are inspired by the pieces Blass has collected. "This represents one man's taste and style in his time," he explained. "It is not country, not city, not casual, not elegant. It's not 'in your face.' My taste evolves all the time. Everyone's should. Attitudes change."

Blass did not design the pieces, but he worked closely with the Pennsylvania House designers. "I really listened to them to see what adapts to mass merchandising. I don't like highly polished, high-gloss finishes. We lightened the woods. I don't like dark brown furniture," he added.

Woods in the tables, chests and cabinets are solid cherry and oak with accent woods, and the upholstered pieces blend comfortably with the traditional designs. Nothing matches, but they all work well together. These pieces look truly collected.

Styles range from a simple Old Albany oak chest with six drawers lined in a Blass paisley to an imposing round dining table 6 feet in diameter, scaled down from an 8-foot antique. A sleigh bed was inspired by a 19th-century Scottish bench with triple arches, and a desk with contrasting animal-style legs, not just feet, is adapted from a favorite Swedish piece.

Blass said working on furniture rather than clothing designs had been fun and energizing and he hoped the collaboration with Pennsylvania House would be ongoing. From the reaction at market, that seems to be a sure bet.

#### Eddie Bauer for Lane

Casual, comfortable, dressed-down - the hot new Eddie Bauer Collection developed with the Lane Co. brings to the home all the looks and attitudes Eddie Bauer products embody. Plus, the pairing joins the strength of the 77-year-old Bauer business, with some 450 stores as well as mail-order catalogs, and the enormous 85-year-old furniture manufacturer. The response at market was overwhelming.

It's all so simple, so practical, so livable. This is furniture for the relaxed lifestyle, styled somewhere between Shaker and Mission, executed in cherry and pine, with clear finishes for a light, natural look. There are 80 pieces in the initial offering, including upholstery, woods and wicker - something for every room in the house.

"The target consumer for Eddie Bauer is outdoor-oriented, usually married and roughly between the late 20s and the 40s in age," said Lane spokesperson Kathy Oswald.

Especially appealing are the not-obvious function features in many pieces. For example, there are special places to keep remote controls and store small items such as watches or jewelry. Pull-out rods provide extra hanging space, and a kitchen island has pull-up leaves to extend its work/eating surface.

Dealer demand for the collection was so strong, Lane hopes to start shipping it in December, about six weeks ahead of the original schedule.

### **Nautica** for Lexington

Not as casual as Eddie Bauer, the **Nautica** Home collection for Lexington still appeals to the more informal tastes of the boomer consumers who are buying the most furniture. Designer David Chu, who founded the thriving **Nautica** line of men's, women's and children's clothing in 1983, launched the first phase of **Nautica** Home this spring with bedding, bath and related items.

With Lexington, Chu gives his modern interpretation of Colonial English and British West Indies styles. This is traditional with a contemporary attitude, emphasized in the warm tones of cherry and butterscotch-finish maple. Campaign furniture from the 19th century reappears, and bamboo, cane and hand-woven seagrass add decorative distinctions.

Eye-catching pieces in the 150-piece **Nautica** collection include a round dining table with a wide pedestal base that includes storage drawers; an oversize wicker and wood storage trunk, called the Expedition Chest; and a fanciful sideboard with a faux tortoise shell and wicker design.

### Pinehurst at Drexel

The famous name being touted by Drexel Heritage is not a designer or a fashion label but a golf resort. Begun in the 1890s and now called one of the top golf destinations in the world, Pinehurst in North Carolina served as inspiration for the new collection of laid-back, gracious furnishings with the look of antiques.

There are two distinct groups in the Pinehurst Collection, with about 120 pieces in all. Features of the more dressed-up Clubhouse group include decorative painted finishes, beaded glass in the china cabinet for that antique appearance and a massive four-poster pineapple motif bed. Wicker, aging [pl 8]white paint finishes and even garden pieces are found in the light and airy Cottage group.

Drexel Heritage expects the Pinehurst theme to have wide appeal, far beyond those interested in golf. But the tie-in can't hurt. Look at the success Lexington has achieved with the sophisticated Palmer Home Collection, tied to the tastes of legendary golfer Arnold Palmer and his wife, Winnie. The furniture is handsome traditional, but the name makes it a marketing triumph.

### Cotswold Cottage by Highland House

Few in this country have heard of British furniture designer Julian Thompson, so Highland House wisely

named his new collection Cotswold Cottage for the idyllic English countryside that tugs at an Anglophile's heartstrings.

Going all out to debut the approximately 40-piece group of wood, wicker and upholstery designs, Highland House even replicated the facade of a thatched-roof cottage at the entrance to the featured showrooms and served tea and scones on a flagstone terrace.

While the look is casual traditional, it's decidedly British in style, with the appealing quality of being inherited and collected through the years. Some of the occasional tables have the look of one-of-a-kind antiques discovered in a little shop. Pieces' names such as Kelmscott, Tewksbury and Fairford leave no doubt about the origins of the designs.

Garden florals stand out, even though most have that faded look, and the upholstery includes velvets, plaids, leathers and needlepoint accents. One dressmaker detail that may prove a bit too frilly for most American tastes is the short skirt or 2-inch ruffle edging some sofas show above exposed wood legs.

#### Names revisited

Not every name cropping up was new to the furniture market. Some such as Mark Hampton and John Mascheroni have become mainstays, while Jacques Grange, Ransom Culler and Lillian August are starting to make their mark here.

In his 10th year with Hickory Chair, renowned New York interior designer Mark Hampton still enjoys the challenge of creating new traditional pieces for the retail consumer. "I look for designs, documents, drawings, photographs all the time. I keep a running file of ideas. . . . We have to keep changing. Things change, needs change and styles change from time to time. But we still have many pieces from the original collection," Hampton said.

New to the Mark Hampton Collection at this market are approximately 50 wood and upholstered pieces called Westminster Classics. They feature the pared-down neoclassic look of the English Regency period in vogue between 1811 and 1830.

Crown jewel of the introductions is the four-poster bed, available with or without molded canopy. Each slender post is set off with a carved lotus-leaf base and capital, the primary decoration on the deceptively simple bed. New to the collection is a softer, matte finish, which gives the mahogany pieces a less formal feeling than the original highly polished look.

Swalm allows New York furniture designer John Mascheroni to test his design theories with styles that range from stripped-down traditional to cutting-edge contemporary. He believes we keep moving toward modern and produces products that make you hope he's right.

Mascheroni strongly believes in the look of stainless steel, both in brushed and polished finishes, for occasional tables and the luxurious look of fabrics such as a flame-stitch chenille, pure silk velvet - "Don't ask how much (it costs)," he commented - and mohair, which looked grand in burgundy on a kidney-shaped sofa.

French interior designer Jacques Grange added to the signature collection he began with John Widdicomb in the spring. While his designs draw inspiration from any period or part of the world, he is most influenced by the style of France in the late 1930s, especially the clean lines that easily mix with other pieces.

Grange's most dramatic introduction at this market was an elegant cherry credenza with classical lines, finished in Chinese red lacquer with gold-leaf detailing.

Timeless designer Milo Baughman has long been associated with Thayer Cogglin, creating everything for the

manufacturer from conservative contemporary to space-age modern. And he still does a few new works for most markets. This time he called his compact, rounded upholstery the Lombard group for the glamorous actress.

But the fresh, young face at Thayer Coggin belongs to High Point native and fourth-generation furniture family member Ransom Culler, 28. He leans toward combinations of curves and angles, exaggerated lines and luxurious comfort. His curvy new Paradox group can be configured a number of ways with left and right love seats, bumper and corner pieces, as well as swivel or stationary chairs.

While his upholstery is large, it's not as overscaled as his designs of a few seasons ago. "I think we've definitely gone as far in the direction of big as we can go. We're scaling back slightly," he said.


The Lillian August Collection for Drexel Heritage has concentrated on elegant upholstery until this market. Now the woman who designs and licenses everything from fabrics to framed art and has three retail shops in Connecticut has launched the 35-piece Greenwich Collection.

Inspired by 18th- and 19th-century English country-house furniture, the lavishly detailed collection includes a showcase breakfront secretary, dining furniture and an impressive master bed. This is high-style elegance, the extreme opposite of the easy ways of Eddie Bauer followers.

**GRAPHIC:** Photos: (ALL COLOR) 1. Ransom Culler, one of High Point's young furniture designers, sits on his new Paradox sectional sofa for Thayer Coggin.; 2. The British West Indies style is interpreted in the **Nautica** Home canopy bed for Lexington.; 3. Fashion designer Bill Blass stands by a bookcase/china cabinet adapted from one of his antiques, the inspiration for his signature collection for Pennsylvania House.; 4. The Eddie Bauer Collection for Lane is a cross between Shaker and Mission styles. (p. 7); 5. A table and chair from Drexel Heritage's Pinehurst Collection show the relaxed look of the furniture adapted from the famed golf resort. (p. 7); 6. A ruffle skirts the Tewksbury sofa from the Highland House's Cotswold Cottage Collection. (p. 7); 7. British furniture designer Julian Thompson created the "proper casual" Cotswold Cottage Collection for Highland House, bringing the informal English style to High Point. (p. 8); 8. Mark Hampton's latest introductions for Hickory Chair are inspired by English antiques from the early 19th-century English Regency period. (p. 8); 9. John Mascheroni points out his different twist on an armchair design for Swaim. (p. 9); 10. French interior designer Jacques Grange is influenced by late 1930s styles in his collection for John Widdicomb. (p. 9); 11. An elegant sideboard by Lillian August for Drexel Heritage features classic styling with lion's head-with-ring pulls on the drawers. (p. 9); 12. A kidney-shaped

sofa by John Mascheroni for Swalm is upholstered in burgundy mohair and trimmed in burgundy leather. (p. 9); 13. The Bill Blass Collection for Pennsylvania House includes a bed adapted from a triple-arch Scottish bench, a Swedish desk with animal legs and an English chair backed with a leopard print. (p. 10); 14. Milo Baughman calls his curvy but compact upholstery for Thayer Coggin the Lombard Chair. (p. 10); 15. The lotus-leaf design on the posts is the distinguishing motif in Mark Hampton's new Regency Four-Poster Bed for Hickory Chair. (p. 10); 1., 3., 7., 9., 10., 12., 13., 14. Curtis McGee / Special to the Chronicle

**LOAD-DATE:** November 8, 1997

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*The Right Stuff USA TODAY November 7, 1997, Friday,*

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USA TODAY

**November 7, 1997, Friday, FINAL EDITION**

**SECTION:** BONUS; Pg. 3E

**LENGTH:** 921 words

**HEADLINE:** The Right Stuff

**BYLINE:** Gene Sloan

**BODY:**

What are the hottest new products for the ski slopes this winter? USA TODAY's Gene Sloan talked to two mountain gurus, Ski magazine's Paul Hochman and Skiing magazine's Bill Grout, about the most exciting offerings in equipment and gear. The 10 must-haves:

**Packasport System 60 roof-top carrier**

Forget those old, clunky car-top storage boxes. The fiberglass Packasport system is sleeker and more aerodynamic than earlier versions.

"Frankly, it looks great," says Hochman, noting it's the only roof-top carrier that can be custom painted to match your car. The \$ 660 carpet-lined container offers 14.5 cubic feet, enough for four pairs of skis (up to 210 centimeters long), plus boots and accessories. The company also makes a wider, 21-cubic-foot version called System 90 for \$ 770. Custom painting costs \$ 225. Information, 800-359-9870.

**Smith Ocular Docking System goggles**

No more fumbling to put goggles on over your glasses. The new Smith system comes with its own insertable prescription lenses. The inserts fit snugly into the company's top-of-the-line Smith Turbo Fan goggles (inserts, prescription grinding and goggles, \$ 245). The lenses also clip inside other Smith products like the Moab H/P Sport Shield. Information, 800-459-4903.

**Nautica Competition EPG storm parka**

Ski clothes are great for skiing but have never really fit in

off the mountain until now. **Nautica** is one of several companies adding street-fashion sense to the technical requirements of good ski wear. Instead of what Hochman calls the "action-figure silhouettes" of yesterday's clothes, **Nautica's** \$ 340 gold-and-black storm parka has a classic look. It's waterproof and windproof with a nylon shell, two-layer Gore-Tex lining, an adjustable waist and reinforced shoulders and elbows. Information, 212-541-5757.

#### Leki Descent Antishock ski pole

Call it the Cadillac of ski poles. The \$ 75 model offers a smorgasbord of features never found on the same pole, including an adjustable stock and a spring-loaded shock absorber. It also has a dial to adjust strap tension around your wrist. The pole is bent 15% near the handle, which aids in planting it quicker and puts less strain on wrists. Information, 800-255-9982.

#### K2 Xplorer ski

"Shaped" skis are great for groomed trails. And "fat" skis are excellent for powder. Now K2 is the latest manufacturer to launch a hybrid for use in both conditions. The \$ 600 skis have a fatter middle while retaining the shaped skis' hourglass curves. They come in four sizes (173 to 198 centimeters) and one color scheme.

"They're the first skis that average skiers can use in all conditions. Expect to see more," says Grout. Information, 800-972-4063.

#### Salomon SnowBlades

First there were fat skis. Then shaped skis. Now comes short skis. At half the length of traditional models, 90-centimeter SnowBlades offer far greater maneuverability. They cater to the snowboard crowd that wants to do tricks. Like snowboards, the \$ 249 skis are curved on both ends, allowing backward as well as forward movement. And their short length allows for spinning and jumping.

"They're particularly good in terrain parks," the mountain fun zones that resorts have been adding for snowboarders, says Grout. Several other small companies are selling short skis, which the industry has dubbed "skiboards," but Salomon's blue-and-gray model is the first from a major ski maker. For more information, call your local ski store.

#### Arbor Snowboard

The snowboarding generation is growing up, and so are snowboards. The new Arbor line offers a radical departure from the brightly colored, plastic-topped models that have dominated the teen craze.

Catering to an older crowd, which is the sport's fastest-growing segment, Arbor offers a classic-cut, sophisticated board made from rich woods. Choose from Hawaiian koa wood, bird's eye maple, rosewood or a combination. The \$ 440 snowboard comes in eight sizes. Says Hochman: "They're simply the most beautiful snowboards ever made." Information, 310-656-3268.

#### Leedom "Limit" Helmet

Finally, a helmet that doesn't make you look like a dork. This sleek model (\$ 115-\$ 159) weighs less than a pound and is available in five snazzy colors. It also has a new, patented slide vent that solves a major drawback of most helmets: overheating. The improvements come just in time. With new, shaped skis allowing mediocre skiers to take on expert terrain, helmets are becoming a must, says Hochman. Information, 781-440-0633.

#### Rossignol Mtn. Viper CUT 9.9 DUALTEC ski

Shaped skis have revolutionized skiing for beginners and intermediates. Now Rossignol is launching some for experts. The \$ 679, yellow-and-red Vipers come in five sizes, from 170 to 198 centimeters.

"You can go faster and put yourself at more extreme angles to the hill than you ever have been able to do before," says Hochman. For more information, call your local ski store.

#### Nordica "Grand Prix EXOPOWER C-XTREME" boots

Nordica has solved the problem of boots that are too hard in some spots and too soft in others. The \$ 595 Grand Prix is the first to use its bi-injection process, in which hard and soft plastic material is simultaneously pumped into the same boot mold. As a result, the unisex boot is stiff along the sides for support but softer around the foot, allowing for more comfort and flexibility.

Raves Grout: "It doesn't feel like concrete on your feet." Information, 800-892-2668.

**GRAPHIC:** PHOTOS, B/W(4); PHOTO, B/W, Dan Lecca

**LOAD-DATE:** November 07, 1997

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*Designers bring name appeal to furniture lines Consumer mood The Vancouver Sun (British Columbia)  
November 8, 1997, Saturday, FINAL EDITION*

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The Vancouver Sun (British Columbia)

**November 8, 1997, Saturday, FINAL EDITION**

**SECTION:** HOME; Pg. E4

**LENGTH:** 619 words

**HEADLINE:** Designers bring name appeal to furniture lines Consumer mood

**BYLINE:** NICHOLE MCGILL; SOUTHAM NEWSPAPERS

**BODY:**

They have entered our closets and bedrooms. Now they are planning to redesign our homes and lifestyles.

Big name fashion designers are turning their decorating attention to the furniture and home furnishings market.

What started a few years ago with Ralph Lauren and Alexander Julian trying to invigorate a sagging furniture industry with name brand appeal is on the verge of exploding.

At the recent fall International Home Furnishings Market in North Carolina, companies launched new furniture lines bearing the names of Bill Blass, **Nautica** and Eddie Bauer. Henredon and Universal Furniture announced that Ralph Lauren and Alexander Julian will be expanding their own lines for them, and the buzz is that Giorgio Armani and Liz Claiborne will be stamping their names on furniture.

This designer trend doesn't surprise Phillip Van Leeuwen, owner of an Ottawa furniture store. He says furniture companies have been courting high-profile industrial designers and architects over the past decade for their name brand appeal.

"We see the crossover not only in furniture but in other industries that are fashion-oriented," Van Leeuwen says. "It's like when Donna Karan gets involved in doing candles. Her candles are very nice -- they're a little thinner, they're coloured a little darker than the average candle, but with her name on it. It's a natural extension of business."

South of the border, the furniture industry has turned to name designers such as Bill Blass to help it escape from its doldrums, banking on the idea that instantly recognizable names will appeal to the consumer. The two most successful marriages of fashion and furniture -- Alexander Julian with Universal and Ralph Lauren with Henredon -- have been financial bright spots in the bleak furniture industry. But not all partnerships have been successful. J.G. Hook and Laura Ashley had quick exits from the furniture business.

Van Leeuwen suggests that Canadians may only be attracted to designer furniture if the name belongs to a megastar like a Bill Blass. He feels we are less apt to follow the careers of lesser-known designers than the more design-conscious Europeans.

"It's bigger in Europe," he says. "The public follows designers' names right through, whether they are designing bicycles or furniture."

The November Issue of House & Garden features Gucci's tablewear designs, Donna Karan's selection of dinner trays and the interior designs of Carolina Herrera and Isaac Mizrahi.

Connie Larin, sales manager for DeBoer Dante furnishings in Ottawa, says it's all about marketing lifestyle.

Drexel Heritage, for example, has developed a line of furniture with a casual feel.

"Everybody is so stressed out nowadays that everybody wants to feel they can have that lifestyle," she said.

Drexel is not a clothing designer, but **Nautica** is. And using the same lifestyle principle, **Nautica** -- known for its upscale, outdoorsy clothes -- has developed a furniture line that DeBoer Dante expects to have in the store in the spring.

"When you see the clothes, you have an immediate idea of the kind of consumer that's going to buy the product," she said. "If you are going to buy the clothes, you are going to buy the product."

Eddie Bauer has been selling lifestyle furniture for the last five years through a separate American chain called Eddie Bauer Home. There are no immediate plans to open a store in Canada, but Tony Worsfold, manager of Eddie Bauer's Rideau Centre store, says bed and bath furnishings will be available this Christmas to test the market.

Eddie Bauer has no immediate plans to sell in Canada, but their home products can be viewed on their Web page at [www.eddiebauer.com](http://www.eddiebauer.com).

**LOAD-DATE:** November 9, 1997

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*Furniture firms turn to trendy names for sales Telegraph Herald (Dubuque, IA) November 9, 1997, Sunday*

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**November 9, 1997, Sunday**

**SECTION:** Features; Pg. e 7

**LENGTH:** 374 words

**HEADLINE:** Furniture firms turn to trendy names for sales

**BYLINE:** BARBARA MAYER

**BODY:**

Designers: Manufacturer hopes an Eddie Bauer label will convince customers to buy

Manufacturers are trying a new tactic: using the name-recognition factor to help overcome consumer resistance to the idea of buying new furniture.

There are few well-known furniture brands, so companies are taking a shortcut by borrowing names from other industries.

The trend was evident at the national furniture market in High Point, N.C. Designs will be in the stores come spring bearing labels better known in the apparel industry, such as **Nautica**, Eddie Bauer and Bill Blass.

Summarizing the industry viewpoint, Sean Slack, a vice president at the Lane Co., which introduced the 80-piece Eddie Bauer Lifestyles Collection, said that "brands remove the consumer's fears about buying the wrong thing."

The clean-lined Eddie Bauer pieces in cherry and pine with casual upholstery to match are designed to appeal to those who might already be wearing the rugged outdoor gear sold in catalogs and mall stores under the Eddie Bauer name.

But what do Bill Blass and **Nautica** suggest in the way of furniture?

The 50 or so Blass designs marketed by Pennsylvania House are mostly adaptations of English antiques from the 18th and 19th centuries that Blass happens to own.

**Nautica** is known for casual clothes with the label sewn on the outside. For their take on the style, Lexington Furniture Industries decided on what a company news release calls "a modern interpretation of Colonial English and British West Indies designs in natural materials such as bamboo, cane, hand-woven sea grass finished with a faux tortoiseshell appearance."

The name recognition factor is extending beyond apparel to vacation destinations.

In a tie-in with the golf resort of Pinehurst, N.C., Drexel Heritage Furnishings Inc. introduced the nostalgic Pinehurst collection. Lea Industries went even further afield, tying a collection of Stars & Stripes youth furniture with nautical motifs to the name of Dennis Conner, a winner of the 1993 America's Cup sailing

race.

Beyond the name game, much of the new furniture is a reprise of the past. Baker's Eighteenth Century group and Hickory Chair Co.'s Westminster Classics by Mark Hampton are close copies.

**GRAPHIC:** This decoratively carved secretary (\$3,500), from the Bill Glass Collection by Pennsylvania House, is inspired by a Belgian antique. (AP photo)

**LOAD-DATE:** November 12, 1997

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) [\[i\]](#)

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*Haute shots San Antonio Express-News (Texas) November 13, 1997, Thursday*

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**November 13, 1997, Thursday , METRO**

**SECTION:** SA LIFE ; Pg. 12, Part F

**LENGTH:** 710 words

**HEADLINE:** Haute shots

**BODY:** Fiber artist

Local fiber artist Rachel Lawrence Edwards will read her poetry, discuss art-to-wear and talk about her collaborations with local weaver Cat Brysch from 5 to 7 p.m. Friday at Textures Gallery. Edwards is the gallery's artist of the month. Her work (she specializes in one-of-a-kind jackets and vests) will be on exhibit through Nov. 30. Gallery hours are 10 a.m.-5 p.m.

For men only

Dillard's Rolling Oaks will hold a "For Men Only" event from noon to 6 p.m. on Saturday. Sales associates will be on hand to demonstrate the latest in fragrances and electronics for men. Men may register to win up to \$200 in fashion merchandise from **Nautica** and Johnston and Murphy. The event repeats 1-5 p.m. on Sunday. Men don't need to worry about missing weekend football, either. Dillard's personnel promise to have big-screen TV's set up and tuned in to the Dallas Cowboys.

Quick chic Pretty hair ornaments can make an ordinary hairdo extraordinary in minutes. And the variety of trimmings has never been greater. Here are some key looks for the upcoming holiday season:

Hair sticks. They come ornamented with pearls, rhinestones and twinkling jewels. They're festive tools for holding chignons or French twists in place.

Metallic hair springs. In a wide range of colors, hair springs are the accessory of the moment.

Rhinestone barrettes. Twinkling barrettes can add a subtle touch of glamour and change your everyday look into an evening image.

Holiday outfit

The holiday season is fast approaching, and you'll be going to a lot of parties directly from the office. How to handle a tight schedule in style? Fashion experts recommend investing in a versatile suit - maybe black, brown or midnight blue. Put it with a metallic sweater, jacket buttoned up, for day. For evening, take off the jacket, and add some glitzy jewelry and fancy shoes. It's a simple (but very effective) way to prepare for the party.

Tradition returns

If you're heading to New York in the near future, drop by that elegant hotel, the Waldorf-Astoria, on Wednesday afternoon. From 4 to 7 p.m., informal fashion presentations go on in the Cocktail Terrace,

harking back to the days when tearoom modeling was the rage. Among the designers regularly featured are Mary McFadden, Christian Lacroix, Stephen Yearick, Yves Saint Laurent and Luca Luca. Cole Porter's Steinway grand piano played by Daryl Sherman adds to the ambience.

#### Hot trend

Not long ago, blue jeans and a blazer could take you almost anywhere on the weekend. But now jeans are getting some stiff competition from leather pants. Flat-front leather pants are all over the streets of New York, reports Anne-Marie Schiro of the New York Times. They range in price from \$1,695 (for Ralph Lauren's beauties) to around \$242 for Sienna Studio's version at Saks Fifth Avenue.

#### Stylish windows

Thirty-one top fashion designers have been commissioned by Barneys of New York to create displays for the store's Christmas windows. Among the big names who'll be interpreting their stylish versions of Yuletide are John Bartlett, Isaac Mizrahi, Yves Saint Laurent and John Galliano. The windows will be unveiled around Thanksgiving.

#### Rent check

Sebastian International wants to pay your rent. Three grand prize- winners in the Sebastian Collectives Sweepstakes will have their house/apartment rent paid for one month (up to \$750), and get a trip for two to Los Angeles to see the Broadway hit, "Rent." In addition to seeing the Tony-award winning show, winners will dine with the cast, go on a \$500 shopping spree, get make-overs and \$100 to spend on Sebastian products. For contest rules, call Sebastian at (800) 829-7322 or visit a participating salon. Deadline is Nov. 30.

#### Bright nights

Donna Ricco intends to rule the night. The designer, previously known for her daytime dresses, recently launched an evening wear line for the holiday season. The collection revolves around brilliant colors and luxurious fabrics such as red-crepe. Suggested retail prices for the Ricco evening clothes are \$178-\$288. The Ricco label is carried at Dillard's.

- Compiled by Rose Mary Budge

**LOAD-DATE:** September 1, 1998

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*Zips and toggles are us?; Style Counsel The Independent (London) November 14, 1997, Friday*

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The Independent (London)

November 14, 1997, Friday

**SECTION:** FEATURES; Page 5

**LENGTH:** 386 words

**HEADLINE:** Zips and toggles are us?; Style Counsel

**BYLINE:** Melanie Rickey

**BODY:**

'Anorak' used to be a derogatory term, but now it's acceptable not only to be called one but to actually wear one. In fact, the two go hand in hand, says Melanie Rickey

At the end of the Nineties a slew of books will attempt to define the style of the decade. Among the pages on underwear as outerwear, minimalism, and androgyny, Liam and Noel Gallagher should garner a mention. For along with their Britpop pals they have resurrected the humble anorak to a new levels of popularity. Ask a Mancunian about his Henri Lloyd anorak "with marine technology" and he will say "they're dead warm, and they keep out the rain", which course is true, but that's only half the story.

An anorak can now be officially classed as a boy's gadget. Liam Gallagher is rumoured to own more than 60, with Noel not far behind. They collect them in the same manner as other men collect football shirts, with a nerd-like interest in the tiniest colour, design or fabric change. The other day I overheard two men discussing their new anoraks over a pint. They chatted with the kind of enthusiasm usually reserved for mobile phones and fantasy football. "It's fantastic, it folds up into itself, and see these toggles. . ." said one of his hooded black parka, while the other took off the label buttoned to the arm of his Stone Island beige anorak: "People will recognise it because of the two buttons," he said.

Thanks to companies like Helly Hansen, Patagonia, North Face and Henri Lloyd the fashion anorak is thriving, and their gadgety merits have been transported onto fashion jackets. A Helly Hansen ski anorak, for example, has hand-warmer pockets, underarm airflow venting, heavy two-way zippers and what's called a three-panel super bio hood. Urban/function label Maharishi, on the other hand, sells its fashion anoraks for between pounds 200-300 and though they are more likely to be worn walking the dog, or to the pub, they have - like Helmut Lang's parkas at pounds 500 a throw - enough fixtures to excite a gadget nerd.

This winter **Nautica**, better known for yachting wear, has captured the imagination of the anorak brigade. The mod-inspired parka pictured was bought by Noel Gallager last week in Harvey Nichols, but if pounds 350 is too much for you, try M&S; their anoraks are pretty fab too.

**LOAD-DATE:** November 14, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[i\]](#)

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*GET DRESSED AND GET MOVING St. Louis Post-Dispatch (Missouri) November 15, 1997, Saturday, FIVE STAR LIFT EDITION*

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St. Louis Post-Dispatch (Missouri)

**November 15, 1997, Saturday, FIVE STAR LIFT EDITION**

**SECTION:** LIFESTYLE, Pg. 32

**LENGTH:** 413 words

**HEADLINE:** GET DRESSED AND GET MOVING

**BYLINE:** Anne Gorman; Special To The Post-Dispatch

**BODY:**

THE PHYSICAL fitness trend is a hot one. And before beginning an exercise program, many people are faced with a burning question: What to wear while burning off the fat?

Do you want to be truly comfortable or look good as you work out? In the past, there was hardly a compromise. Comfy designs were made of flimsy material. Other designs of bulky, heavy-duty sweat-shirt material made it hard even to move.

Luckily, some designers and manufacturers understand this problem and are doing something about it.

Ready-to-wear designers are adding special fabrics to make activewear more comfortable and lightweight but substantial, with vibrant colors to make the clothes more appealing.

For example, Adidas has lined their activewear with a fabric called Cool Max polyester. This fabric allows material to breathe and yet keeps you cool indoors while holding in the heat outdoors.

The Limited stores also offer a series of sporty styles in Lycra blends and, as a result of the growing interest, have dedicated more space to these clothes.

Bright colors, meanwhile, are on the move.

Designers such as Ralph Lauren in his Polo line, David Chu for **Nautica** and Donna Karan in DKNY appear to be blending '80s fluorescent colors with '90s style. Visit gyms around town, and you'll see more and more bright colors lifting spirits.

Silver has been added to the color palette this season in activewear offering a striking and stylish way to work out.

Stripes are found in almost all hip collections this season, from young juniors street clothes to outright fitness wear. Thin and even thick vertical stripes give the body a long, lean look. Adidas strategically places stripes down the sides of most of its form-fitting activewear, giving even the first-time exerciser that experienced fitness image.

Designers also understand that time is a factor. Women are busier than ever and may have no time to change between errands and exercising.



So it is essential for fitnesswear to be multipurpose. Manufacturers offer a complete coordinating line: pants, shirts, sports bras, jackets and even vests.

Vests especially have been popular this fall. Adidas designs a waterproof vest in red, black and yellow that is practical for exercising outside or just wearing around town.

With new styles, flashy colors and hip logos this season, there's no excuse not to exercise. Good news: You can look good and be comfortable. Bad news: Now it's time to get moving.

**GRAPHIC:** PHOTO, COLOR PHOTOS BY KEVIN MANNING/Of the Post-Dispatch Staff

(1) Black pants by Adidas are fashioned from 90 percent cotton and 10 percent Lycra, with a lining of 90 percent Cool Max polyester and 10 percent Lycra (\$ 40, Famous-Barr). On top is a white long-sleeve shirt of 80 percent nylon and 20 percent Lycra (\$ 24.99, The Limited).

(2) A silver shirt of 80 percent nylon and 20 percent Lycra tops black pants of 87 percent nylon and 13 percent Lycra (\$ 24.99 each, The Limited). Resting on the floor is a red Adidas vest, made of nylon with a polyester lining (\$ 60, Famous Barr).

(3) Another Adidas outfit includes black pants made of 90 percent cotton and 10 percent Lycra with a lining of Cool Max polyester (\$ 40); zippered top in the same fabric (\$ 36) and a yellow jacket of 90 percent cotton and 10 percent polyester (\$ 55, all from Famous).

**LOAD-DATE:** November 15, 1997

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*Toeing the Designer Line Newsweek November 17, 1997 , UNITED STATES EDITION*

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**November 17, 1997 , UNITED STATES EDITION**

**SECTION:** SOCIETY; Trends; Pg. 77

**LENGTH:** 311 words

**HEADLINE:** Toeing the Designer Line

**BYLINE:** SARAH VAN BOVEN

**HIGHLIGHT:**

Tommy and Donna put their best feet forward

**BODY:**

IN RECENT YEARS ATHLETES HAVE been drawn to couture like so many moths to the runway footlights; witness Dennis Rodman's appearances on MTV's "House of Style" or volleyball powerhouse Gabrielle Reece's photo shoots for Elle. Now it's the designers who are having real success merging sports and fashion. Two of this year's hottest athletic shoes -- long a sign of jock success -- bear the names not of Michael Jordan or Grant Hill but of Tommy Hilfiger and Donna Karan.

Michael probably doesn't have to worry about going toe to toe with Tommy on the court, but Adidas and Fila just might. In addition to DKNY and TH Athletics, **Nautica's** Competition line of shoes is already selling well (and worn on the hardwood by Charlotte Hornets forward Glen Rice). Ralph Lauren is expected to launch Polo Sport performance shoes in spring '99, and Calvin Klein is rumored to be considering licensing deals. Salomon Brothers footwear analyst Brett Barakett projects that by 1999, designer shoes could make up 7 percent of the \$ 8 billion U.S. athletic-footwear market. Barakett estimates that the Hilfiger line will rake in \$ 65 million in sales in its first year, "an impressive debut."

Still, Nike spokesman Lee Weinstein doesn't seem too worried: "It's one thing to slap a logo on a pair of shoes; it's quite another to be working with the world's top athletes," as Nike claims to do. But licensees like Stride Rite (Hilfiger) and Reebok's Rockport (Polo Sport) will take care of technology; in any case, industry experts say that less than 20 percent of consumers actually wear athletic shoes for sports purposes. Just ask Joaquin Phillips, 19, who proudly points to the shoes he and two friends are wearing as they hang out in New York's East Village. "Right now," he says, "I'd rather watch basketball on TV wearing my Tommy Hilfigers than my Air Jordans."

**GRAPHIC:** Picture, Hilfiger's entry

**LOAD-DATE:** November 18, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]

Terms: [nautica](#) and [date](#)(geq (1/1/1997) and leq (12/31/1997)) ([Edit Search](#) | [Suggest Terms for My Search](#))

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**REAL ESTATE REVIEW: DEVELOPERS DUST OFF MORRIS MALL PLANS: MAYOR SAYS TEAM MUST  
RENEGOTIATE ANNEXATION PACT** *Crain's Chicago Business November 17, 1997*

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Crain's Chicago Business

**November 17, 1997**

**SECTION:** Real Estate; Pg. 44

**LENGTH:** 610 words

**HEADLINE:** REAL ESTATE REVIEW: DEVELOPERS DUST OFF MORRIS MALL PLANS: MAYOR SAYS TEAM  
MUST RENEGOTIATE ANNEXATION PACT

**BYLINE:** H. LEE MURPHY

**BODY:**

A long-stalled proposal to build a manufacturers' outlet shopping center in Morris, southwest of Joliet, appears likely to be jump-started as a new development team takes over the project.

Peoria lawyer and developer Jack Teplitz first proposed a 450,000-square-foot outlet mall on 60 acres adjacent to Interstate 80 in 1993, and won \$300,000 in annual sales tax rebates from the Morris City Council. But for a variety of reasons -- notably a nationwide downturn in outlet center development -- Mr. Teplitz's vision was waylaid.

But he's returned with fresh partners and financial backing, and was scheduled to meet with Morris Mayor Robert Feeney late last week to renew negotiations for annexation.

He hopes to break ground in spring and have the first phase -- some 200,000 square feet -- open by 1998's holiday shopping season. All told, the mall will cost more than \$40 million to build.

Mayor Feeney is hopeful, but cautious. The developer has had little communication with Morris, a growing city of about 14,000, over the past two years.

"Teplitz hasn't fulfilled his promises to us in the past," Mr. Feeney says. "As far as I'm concerned, our old annexation agreement is now invalid. We'll have to sit down and negotiate new terms, and I don't think we're prepared to give anything away this time."

Mr. Teplitz argues that the sales tax rebate is critical in paying for additional drainage on the mall site, which is bedeviled by runoff from I-80. He vows to press ahead: "I'm prepared to sit down with the mayor and City Council to update our original agreement."

Mr. Teplitz is better prepared than he was three years ago. He's formed a new company, VT Development Corp., and recruited a retail veteran, Roy Vice, as president. (Mr. Teplitz is chairman.)

Mr. Vice formerly was head of development at Horizon Group Inc. in Norton Shores, Mich., the nation's largest owner of outlet malls. Before that, he held senior positions at Chicago-based Homart Development Co. and at the commercial real estate division of Household International Inc., based in Prospect Heights.

The two say they have enlisted the financial backing of General Electric Co.'s pension trust and New York's

Loeb Partners Realty.

In October, VT Development acquired an 800,000-square-foot outlet mall in Myrtle Beach, S.C., and announced plans to build a 200,000-square-foot outlet mall adjacent to the Grand Casino Resort in Tunica, Miss. VT is also negotiating a deal to build a 2-million-square-foot mall valued at \$275 million near the Six Flags amusement park in suburban St. Louis.

Competing proposals for outlet malls to the east, around Joliet and Kankakee, have held up the Morris project. But the rivals are gone now, with only a proposal for a Gurnee Mills-style development in North Aurora looming.

"It's 30 miles away, and they'll be drawing a different mix of tenants than we will," says Mr. Vice, who reports that such familiar retail labels as **Nautica**, Levi's and Bass have signed on for outlet space -- encompassing more than 100,000 square feet -- in Morris.

Other developers are watching closely. A partnership called RGS & Associates in Birmingham, Mich., has an option on 40 acres across the street from the VT site. Nearby, a Wal-Mart Supercenter and a 77-room Best Western Hotel are under construction.

"The outlet mall will help to anchor this whole area as a regional retail hub," says Michael Bell, a vice-president with ERA Preferred Realty Group Inc. in Lincolnwood who represents RGS. "So far, Morris doesn't have shopping centers or chain retail. It's an emerging market that looks very attractive."

**LOAD-DATE:** November 20, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [\[1\]](#)

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*BEACHGOER CAN DRESS SWIMMINGLY EVEN IF SHE ONLY LIES ON THE SAND SEATTLE POST-INTELLIGENCER November 17, 1997, Monday*

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November 17, 1997, Monday , FINAL

**SECTION:** LIFESTYLE, Pg. D2

**LENGTH:** 364 words

**HEADLINE:** BEACHGOER CAN DRESS SWIMMINGLY EVEN IF SHE ONLY LIES ON THE SAND

**BYLINE:** Elsa Klensch Columnist

**BODY:** Q: I had a traumatic experience as a child when I was pulled into the undertow, broke my arm and almost drowned. As a result, while I don't mind going to the beach, I never swim.

My boyfriend loves the water, and he constantly tries to talk me into taking a dip. But I am happy to lie on the sand.

For vacation we are going to the island of Malta, and I need something sporty yet fashionable for the beach. I don't like swimsuits because I have heavy upper thighs. What do you suggest?

EK: Build yourself a swim wardrobe of separates. This will keep you feeling fresh as well as looking it.

David Chu, designer of **Nautica**, suggests you start with shorts, skirts and coverups that can take you from the beach to a casual lunch.

"Start with a pair of shorts with a flattering square cut. Look for them in water-resistant nylon. Then if you do get splashed, it won't be a problem. You can pair them with a number of bare tops or T-shirts."

Chu says to remember versatility is the key when building the wardrobe.

"Strive for a look that's easy but still sportswear driven."

Q: I would love to have an answer to a question that has bothered me for years. I am a hat person and have worn hats on special occasions all my life. Last week my husband and I went to an evening funeral, and I questioned wearing a hat at night.

Please tell me the protocol for wearing a hat in the evening?

EK: You are hung up about wearing hats in the evening only because few women do. Hats are entirely appropriate for evening.

"But," says New York milliner David Cohen, "choose one with a small brim. A large hat will take away from the silhouette." He says to look for hats with a fantasy feeling, "something whimsical and alluring. To go with a dress for an evening event, choose a snug-fitting, shaped little hat with a net. For a day-into-evening suit, try a pillbox with dramatic feathers."

Elsa Klensch is style editor for Cable News Network. She welcomes questions and will answer those of general interest in her column. Write to Elsa Klensch, Los Angeles Times Syndicate, Times-Mirror Square, Los Angeles 90053. Or she can be reached on the Internet at: [Agent5ix.netcom.com](mailto:Agent5ix.netcom.com)

**TYPE:** Q & A COLUMN

**LOAD-DATE:** September 17, 1998

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) [\[i\]](#)

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*DRESSING RIGHT AND GETTING IT WRONG; YES, WE KNOW THAT DRESSING FOR THE OFFICE CAN BE A FUNNY BUSINESS. IF YOU ARE CONFUSED ABOUT YOUR ROLE IN THE WORKPLACE, NEVER FEAR. HERE ARE SEVEN AMUSING LESSONS IN HOW TO AVOID BECOMING A CORPORATE FASHION VICTIM. Fortune November 24, 1997*

Copyright 1997 Time Inc.  
Fortune

November 24, 1997

**SECTION:** FEATURES/THE BUSINESS LIFE/FASHION; Pg. 208

**LENGTH:** 306 words

**HEADLINE:** DRESSING RIGHT AND GETTING IT WRONG;

YES, WE KNOW THAT DRESSING FOR THE OFFICE CAN BE A FUNNY BUSINESS. IF YOU ARE CONFUSED ABOUT YOUR ROLE IN THE WORKPLACE, NEVER FEAR. HERE ARE SEVEN AMUSING LESSONS IN HOW TO AVOID BECOMING A CORPORATE FASHION VICTIM.

**BODY:**

Ah, the wild world of fashion: For one Friday in September at the New York Stock Exchange, traders wore khakis with their double-breasted jackets--an attempt at being comfortable that made everyone uptight. It's one of many signs and portents of a sartorial revolution the likes of which we haven't seen since the Prince of Wales popularized glen plaid suits some 70 years ago. Although today's upheaval has no such central figure, consider Bill Gates: After all, he has shown that you can make \$ 39 billion without wearing a tie.

In confusion, millions of business people hear a common, panicked inner cry: What am I supposed to wear? The answer isn't universal, nor is it easy. We'd like to tell you what to wear, but we can't. For instance, there are no obvious clothing rules in Silicon Valley--a polo shirt with an early Intel logo is extremely hip, yet in the end nobody seems to care. You will, however, be treated with suspicion if you're wearing a \$ 3,000 English suit. A few years ago Procter & Gamble (for decades the spiritual home of the man in the gray flannel suit) announced a policy of casual Fridays at Cincinnati headquarters. But CEO John Pepper--a fan of effectiveness sage Stephen Covey, whose books include Principle-Centered Leadership--decided this year that a casual-Friday policy was not principle-centered. So now employees wear whatever they think they should, every day. The rules in Hollywood are just as confusing: Armani is out, street chic is in. In other words, you're on your own.

The choices, the subtleties, the uncertainties--it could make you laugh or cry. It made us laugh. So, in that spirit, on the following pages we show you some beautiful clothes, in business tableaux that reflect the fashion unease of the day--beginning with the sartorial Rorschach test on the opposite page.

**GRAPHIC:** COLOR PHOTO: PHOTOGRAPHS BY ROBERT TRACHTENBERG, THE INTERVIEW, Wear something to make a memorable impression. Left: three-button gray wool suit by Calvin Klein, \$ 1,295. Hugo Boss shirt, \$ 165. Necktie, \$ 55, and loafers, \$ 175, by Kenneth Cole. Ferragamo briefcase, \$ 740. Center: gray wool suit, \$ 900; shirt, \$ 165; tie, \$ 85; shoes, \$ 300--all by Hugo Boss. Kenneth Cole briefcase, \$ 200. Right: bathrobe by Ermenegildo Zegna, \$ 275. Granello briefcase, \$ 610. Emporio Armani shoes, \$ 370. All socks: Polo Ralph Lauren Hosiery, \$ 16. [Three models sitting on couch]; COLOR PHOTO: PHOTOGRAPHS BY ROBERT TRACHTENBERG, CASUAL FRIDAY, Don't wear today what you're going to wear tonight. Left:

wool zip-front sweater, \$ 320, and gray flannel trousers, \$ 205, by Emporio Armani. Center: sweater with fur cuffs, \$ 490, and gold-lace fishtail skirt, \$ 480, by Anna Molinari. Pink stilettos by Miu Miu, \$ 290. Right: brown wool sweater by John Bartlett, \$ 265. Gray wool shirt by Comme des Garçons Homme Plus, \$ 570. Brown wool trousers by Dolce & Gabbana, \$ 350. J.P. Tod's boots, \$ 360. [Three models]; COLOR PHOTO: PHOTOGRAPHS BY ROBERT TRACHTENBERG, EAST MEETS WEST, Remember which coast you're on. Left: white leather safari jacket, \$ 1,795; long-sleeve polo, \$ 295; wool khaki trousers, \$ 350--all by Ralph Lauren Purple Label. Sunglasses by Diesel, \$ 98. Right: gray wool suit, \$ 1,595; striped shirt, \$ 195; tie, \$ 115--all by Ralph Lauren Purple Label. Gucci briefcase, \$ 1,190. [Two models]; COLOR PHOTO: PHOTOGRAPHS BY ROBERT TRACHTENBERG, THE COCKTAIL PARTY, When the invitation says 'business attire,' consider what business you're in. Center: burnt orange organza gown by Paul Smith Women, \$ 1,200. Black satin pumps, \$ 295, and crystal beaded necklace, \$ 85, by Emporio Armani. Left: pinstripe jacket, \$ 540; skirt, \$ 235; black suede shoes, \$ 305--all by Emporio Armani. The guy: navy wool suit, \$ 425; shirt, \$ 49; tie, \$ 38--all by Nautica. Black shoes by Prada, \$ 510. Right: black jacket, \$ 1,895, and square-neck sheath, \$ 1,595, by Michael Kors. Black pumps by Manolo Blahnik, \$ 395. [Four models at cocktail party]; COLOR PHOTO: PHOTOGRAPHS BY ROBERT TRACHTENBERG, MANAGEMENT GURU, Loosen your tie when seeking core values. Navy blue chalk-stripe double-breasted suit by Kenneth Cole, \$ 475. Tommy Hilfiger checked shirt, \$ 50. Paul Smith tie, \$ 90. J.P. Tod's shoes, \$ 295. [Model in lotus position]; COLOR PHOTO: PHOTOGRAPHS BY ROBERT TRACHTENBERG, BACK TO WORK, That's why they call it a briefcase. Left: red stretch-wool dress, \$ 1,250, by Calvin Klein. Right: navy suit, \$ 1,660; shirt, \$ 303; tie, \$ 98--all by Prada. Boxer shorts, \$ 30, by Neilman Marcus. [Woman handing boxer shorts through doorway to man]; COLOR PHOTO: PHOTOGRAPHS BY ROBERT TRACHTENBERG, CAREER PATH, Don't dress like the boss until you've got her job. Gray wool-flannel jackets, \$ 1,330 each, and pants, \$ 710, by Givenchy for Barneys New York. Cashmere turtlenecks, \$ 645 each, by Clements Ribeiro. Blue leather portfolios by Louis Vuitton, \$ 350. [Two models]

**LOAD-DATE:** November 10, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) [i]

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*Making the man; Rules offer direction in picking clothes Chicago Sun-Times November 26, 1997, WEDNESDAY, Late Sports Final Edition*

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Chicago Sun-Times

**November 26, 1997, WEDNESDAY, Late Sports Final Edition**

**SECTION:** FEATURES; Pg. 31; NP

**LENGTH:** 201 words

**HEADLINE:** Making the man;  
Rules offer direction in picking clothes

**BYLINE:** BY LISA LENOIR

**BODY:**

Men don't care about fashion.

They just don't want to look stupid.

Or so says Stephen Perrine, deputy editor for Men's Health magazine.

That's why he and his staff decided to boil down the essentials for men into 10 quick rules. They include tips on everything from black tie to casual Fridays.

"I think this story speaks to a need," Perrine says. "Men like rules. With clothing, they don't have instructions. Garanimals were great, but we are too old for that. This gives rules and you don't have to think about it."

Granted, these tips might not be quite as easy as Garanimals, the ingenious clothes for kids that came with animal labels to link pants with matching shirts. But they can simplify life for guys who have better things to do than ponder their wardrobes.

"There are men who have a sense for clothing and a terrific fashion sense," Perrine says. "But most guys aren't inclined to bother, or simply don't have the visual sensibility."

Perrine says he and his staff -- who don't use the "F" word (fashion) when writing about clothes -- care more about making men look smart than about following any particular trends.

"Instead of wearing fashion, why not wear clothes?"

**GRAPHIC:** Lace-up shoes, like these from Johnston & Murphy, are a must with a classic suit or pair of serious pants. Mix patterns with care: This Polo by Ralph Lauren herringbone suit works well with a gray and white shirt with a light stripe, and a red and cream tie with a large pattern. A patterned sport jacket should complement the shirt and pants shown in this Haggard's City Casuals ensemble. Belts (this one is by **Nautica**) should match shoes in color and material, according to one men's fashion rule. See related story page 31.

**LOAD-DATE:** November 26, 1997

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*THIS SEASON COULD BE ONE FOR THE BOOKS, MERCHANTS SAY The Virginian-Pilot (Norfolk, VA)  
November 29, 1997, Saturday,*

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The Virginian-Pilot (Norfolk, VA)

**November 29, 1997, Saturday, NORTH CAROLINA EDITION**

**SECTION:** LOCAL, Pg. B1

**LENGTH:** 636 words

**HEADLINE:** THIS SEASON COULD BE ONE FOR THE BOOKS, MERCHANTS SAY

**BYLINE:** BY PAUL SOUTH, STAFF WRITER

**DATELINE:** NAGS HEAD

**BODY:**

New-fangled computerized cash registers don't ring like sleigh bells anymore. But the electronic chatter in the checkout aisle was music to the ears of Outer Banks store owners Friday, the first day of the holiday shopping season.

Forecasters predict a record Christmas season in North Carolina. That's good news for some merchants, who count on the Christmas season for a big chunk of their annual business. "The selection of merchandise on display is the most diverse ever," said James F. Smith, a finance professor at the University of North Carolina at Chapel Hill. "People feel good about spending money." Parking lots at major retailers and small stores were packed early Friday with shoppers hoping to get a head start on the holiday gift grab. The Belk department store in Kill Devil Hills reported a hefty increase in traffic from last year. The retailer has locations in the Carolinas and Virginia. "The day is not yet over, but compared to this time of day a year ago, we're up about 46 percent," said Tim Shearin, manager of the Kill Devil Hills store. "We're doing exceptionally well. I've talked to some of the other store managers who are reporting their sales are up as well." Outer Banks shopkeepers may have an advantage over large cities during the holiday weekend, Shearin said. "We have a luxury here on the Outer Banks that a lot of the malls in big cities don't have," Shearin said. "There are a number of people down here from other places for the holiday weekend, and some of them decide to knock out their shopping in one day. We're not as crowded, the traffic isn't as bad. Some of the local folks we have may decide they can wait because they've got until Christmas." Shearin said designer clothing lines and men's and women's fragrances are hot sellers among early shoppers. "We've been selling a lot of **Nautica** for men and Liz Claiborne for women," said Shearin. "We also have a wide selection of cosmetics. That's easy for men who are shopping for women because they don't have to worry about size or color." For at least one toy store, the shopping season began earlier than expected. "Earlier in the week, we had people coming in trying to beat the rush," said Lisa Bridge, owner of The Toy Boat on the Manteo waterfront. "Things are going great. It's not crazy, but we've had good steady traffic all day. When people go to lunch at the restaurants downtown, we expect traffic to pick up even more." Beanie Babies, the small stuffed animals that were a hot commodity during Christmas '96, still top many a child's Christmas list, Bridge said. "It's still Beanie Babies," she said. "But we're also selling a lot of arts and crafts, and a lot of stuffed animals. We've had a lot of people put things on layaway." Bridge has a recommendation for gift buyers searching for the right present for a family of children. "I always try to direct people to board games," Bridge said. "If you have to buy for several children in a family, that works well." The reasons forecasters like Smith see a green Christmas and a prosperous New Year for the Tar Heel State are record highs in personal income, combined with low unemployment. Of the state's

workforce, only 3.7 percent, about 128,400 people, cannot find jobs. As a result, income is up about 6.8 percent, or \$ 11 million for the second quarter of the year, for a seasonally adjusted rate of \$ 172.9 billion. Smith also credits higher imports of North Carolina-made products as a factor in economic growth. The UNC professor is regarded as one of the nation's top economic forecasters by The Wall Street Journal. "All of this will set up for a good beginning for 1998," Smith said. "This will be another record year for economic activity. . . . This year is definitely one for the books."

**LOAD-DATE:** December 2, 1997

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) [\[i\]](#)

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*Sun Mag; What's in store The Boston Herald November 30, 1997 Sunday*

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The Boston Herald

**November 30, 1997 Sunday ALL EDITIONS**

**SECTION:** MAGAZINE; Pg. 002

**LENGTH:** 965 words

**HEADLINE:** Sun Mag; What's in store

**BYLINE:** By Robin Ray

**BODY:**

You gotta shop around. And Boston and the surrounding area offer lots of shopping options, from elite Newbury Street to funky Harvard Square. Here is your guide to where to shop, and what you'll find:

**Newbury Street**

The length of Newbury Street takes you from the sublime (Chanel Boutique at the Ritz-Carlton Hotel) to the ridiculous (Newbury Comics, 332 Newbury St.). The high rents on this beautiful brownstone-lined street make this a bad place for bargains, but a great place for one-of-a-kind boutiques and fashionable chains.

Many big names are here: Louis of Boston, Coach, Giorgio Armani, Burberry's, Cartier and, of course, F.A.O. Schwartz around the corner on Boylston St.

But there are just as many odd little places with wonderful gift items. For unique housewares, try For Art's Sake (301 Newbury St.) or Kitchen Arts (161 Newbury St.) Get hats at Topper's (230 Newbury St.) and fancy lingerie at Pratesi (110 Newbury St.) and Top Drawer (112 Newbury St.).

**Charles Street**

Located in historic Beacon Hill, this lovely shopping street is the place to go for antiques (Danish Country Furniture, Judith Dowling Asian Art) and imported carpets (Mario Ratzki), but there are a few notables in the "new" category.

DeLuca's Market (11 Charles St.) and Savenor's (160 Charles St.) offer specialty foods, including many gift items. Black Ink, a new arrival at 101 Charles St., features a variety of beautiful stuff that's hard to categorize: art-quality paper goods, rubber stamps, ceramics and unusual housewares.

Check out the reasonably priced prints of Boston scenes at Kennedy Studios (31 Charles St.).

**Downtown Crossing**

Home to the big three department stores - Filene's, Filene's Basement and Macy's - which face each other across Summer Street, Boston's downtown offers the spanking new Borders Books and Music (24 School St.). Bargain hunters will appreciate the new Loehmann's (373-387 Washington St.) for discount, brand-name clothing, and Tello's for juniors.

## Harvard Square, Cambridge

This is still the best area for book shopping (Wordsworth, Harvard Book Store, Schoenhoff's Foreign Books).

The Square has many personal-care product stores that peddle specialty shampoos and aromatic massage oils (Body Shop, Origins, Harnett's).

Harvard Square also has great kids gifts. There are children's holiday events at Curious George Goes to Wordsworth (1 JFK St.) and the Harvard Coop (1400 Massachusetts Ave). Play with the software and check out games and books at Learningsmith (25 Brattle St.) The cutest stuffed-animal selection in the area is at Callope (33 Brattle St.)

Don't overlook the odd assortment of shops that leads north to Porter Square, including an Irish boutique (Irish Imports) and a Mexican folk-art shop (Nomad). A personal favorite: Jole de Vivre (1792 Mass. Ave.), where you will never find anything useful or boring.

## Charming towns

New England has many cute seaside towns that make a day of shopping seem like a day at the beach (Newport, R.I; Marblehead and Salem; Kennebunkport, Maine). But Portsmouth, N.H., an hour's drive north of Boston, gets special points for charm, convenience and a bounty of unique shops. A stroll down Bow Street turns up antique shops, jewelers, doll shops, craft shops and the odd brew pub as well. Look in Tugboat Alley (Ceres Street) for nautical clothing and gifts made by local craftspeople. Bargains on top-quality children's clothes are at the Hanna Andersson Outlet Store (72 Mirona Road).

Just south of Portsmouth on Route 95, Newburyport is a town that lives for the holidays. It's hard to imagine a prettier place to shop, especially when it's lighted by miles of tiny white Christmas lights on a winter afternoon.

The Newburyport shopping district centers on State Street and the newly renovated wharf buildings on Water Street. The Best of Britain (22 State St.) features British imports from teapots to Barbour clothing. You can get find crafts and art glass around the corner at Panache (41 Pleasant St.). Teaberries Find Foods (35 State St.) has a terrific line of gift baskets for the gourmet.

## Concord

The scenic center of historic Concord is an attractive shopping option as long as you like quality more than low prices. Especially good are the specialty women's clothing stores, featuring outstanding jewelry and accessories as well as beautifully made clothing. Among the best are Perceptions and Potpourri Designs (off Main Street) and Cotton Collection (93 Thoreau St.)

Concord rates two great kids stores - The Active Mind and The Concord Toy Shop, both on Walden Street - and a variety of excellent new and used bookstores (Concord Book Store, Books With a Past). Another favorite: Concord Lamp and Shade, with hundreds of tasteful lamps to choose from.

## Suburban malls

Boston is ringed by suburban shopping malls that offer one-stop convenience and reasonable prices, as long as you have a car to get you there. Public transportation is hard to come by, and parking can be nightmarish on weekends leading up to the holidays. Try to go on a weekday afternoon or evening to save yourself a half-hour cruise for a parking space.

Many malls have extended store hours between Thanksgiving and Christmas. Santa is available in many of them, especially on weekends.

## Maine outlets

Kittery, Maine, has become the hottest outlet center in New England, and it's one of the best in the country. Mile after mile of stores sell fine quality seconds and returns from some of the best manufacturers in the world.

The biggest complex is The Maine Outlet, which houses DKNY, Gund, J.H. Collectibles, Mikasa, Timberland and a dozen other discount stores. But don't overlook the smaller complexes. Kittery Place has an all-star lineup, including Noritake, **Nautica** and Esprit.

**LOAD-DATE:** November 26, 1997

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) [\[i\]](#)

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PAGE 2: FASHION; SENSE OF STYLE; TIMEPIECE HAS FOLKS ALL AGLOW *Los Angeles Times* December 4, 1997, Thursday,

Copyright 1997 Times Mirror Company  
Los Angeles Times

December 4, 1997, Thursday, Home Edition

**SECTION:** Life & Style; Part E; Page 2; View Desk

**LENGTH:** 680 words

**HEADLINE:** PAGE 2: FASHION;  
SENSE OF STYLE;  
TIMEPIECE HAS FOLKS ALL AGLOW

**BYLINE:** MIMI AVINS, TIMES FASHION EDITOR

**BODY:**

Every now and then, a product defies the distinctions of status that so often rule the world of fashion and achieves success simply because it works. Such is the case of the Indiglo watch by Timex.

Introduced at the end of 1992, the watch features a dial that glows blue-green in the dark with the push of a button. Six styles were offered that first Christmas. Now, more than 100 versions are available from Timex and under the Guess and **Nautica** nameplates, which Timex manufactures. Most are priced under \$ 50.

Even in the status-obsessed '80s, car buyers who had long lusted after sexy Porsches and showy BMW sedans found a growing attraction to the clunky Ford Explorer hard to deny. In a similar triumph of function over price tag, people who believed wearing a sleek Ebel or Bulgari watch would signal success have been scuttling their watch snobbery and succumbing to the novelty and practicality of the Indiglo.

The digital Ironman model--whose bells and whistles go beyond the illuminated dial to include a second time zone with date, a countdown timer and alarm and a lap counter--is the country's best-selling watch. President Clinton wore this SUV of timepieces with his tuxedo to last winter's inaugural balls.

Indiglo watches have been around long enough for stories and urban myths about them to begin circulating. For example, after the 1993 World Trade Center bombing, an investment analyst from Tempe, Ariz., used the night light on his Ironman watch to lead a group of people down 40 flights of dark, smoky stairs.

Spelunkers depend on Indiglo lights in dark caves, and mothers check on sleeping babies using the soft glow of the watch's light. Indiglos have become such indispensable tools for moviegoers that they've spawned their own ratings system. Three checks of the illuminated watch dial are the experiential equivalent of a thumbs down.

For others, the Indiglo glow has become part of the "You go for popcorn while I get seats" strategy at the movies. If the food gatherer returns from the refreshment stand after the houselights have been killed, his partner signals her whereabouts by lighting up the Indiglo dial and hoisting it like Miss Liberty's torch.

The patented technology responsible for the watch's light was developed for industrial applications such as cockpit lights in fighter jets, then miniaturized to produce a gleam that is nontoxic and will never wear out.

As demand for the Indiglo dial on both digital and analog models has increased, Timex found that retailers who once wouldn't carry the venerable brand were suddenly requesting stock. A number of dressy styles with metal bracelets for women have been added to the line. In combinations of silver- and gold-colored metal, a gamut of styles reminiscent of those popularized by Tag-Heuer, Bertolucci, Cartier and even Rolex are now available. But the lightweight, trim women's watch pictured above, with its white face and stainless steel band, doesn't look like an imitation of anything.

The paradox of the Indiglo watch is that although sporty models that deliver a sense of adventure have been sold to millions of athletes, including runners who exercise after sundown, it's the ideal watch for a couch potato too lazy to get up and flip a light switch.

**GRAPHIC:** PHOTO: Timex's Indiglo watches are sold at Kmart, Target, Mervyn's and Robinsons-May.  
**PHOTOGRAPHER:** LUIS SINCO / Los Angeles Times

**LOAD-DATE:** December 21, 1998

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

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*Meanwhile in Utah ... Salt Lake Tribune (Utah) December 5, 1997, Friday*

Copyright 1997 The Salt Lake Tribune  
Salt Lake Tribune (Utah)

**December 5, 1997, Friday**

**SECTION:** Business; Pg. B8

**LENGTH:** 451 words

**HEADLINE:** Meanwhile In Utah ...

**BODY:**

ZCMI Reopening Layton Store

Salt Lake City-based ZCMI today will celebrate the grand reopening of its Layton Hills Mall store, which has undergone a massive remodeling.

"This was a major remodeling and expansion for a store that is in one of Utah's fastest growing cities," said Richard Madsen, ZCMI chairman, chief executive officer and president.

The remodeling began last summer and included the addition of 38,000 square feet of shopping space to the store.

"We added space equal in size to our Red Cliff Mall store in St. George," Madsen says.

He said the goal was not only to give the store a new look but to improve the layout so it could accommodate brand name vendor shops that include Calvin Klein jeans, Polo, Ralph Lauren, **Nautica** and Haggar.

Madsen will officiate over the ribbon-cutting ceremony, scheduled to begin at 8:45 a.m., along with store Manager David Haight, Layton Mayor Jerry Stevenson and members of ZCMI management.

**Thiokol Can Send Motors to Spain**

Thiokol Corp. in Ogden has received approval to export solid-rocket motors to the Instituto Nacional de Technica Aerospacial in Spain.

The U.S. State Department granted the company an export license Thursday.

The motors will be used with the Capricornio launch vehicle under development that is intended to place communication satellites into low Earth orbit.

**Construction Pacts Declined In October**

The value of contracts issued for the construction of commercial projects in Utah dropped 39 percent in October compared to the same month last year, according to a report by The McGraw-Hill Cos.

Residential construction contracts also fell, but by only 6 percent, according to the report.

In Salt Lake, Davis and Weber counties alone, the value of contracts fell by 26 percent for commercial construction work.

#### Ventana Genetics Raises \$ 6 Million

Ventana Genetics Inc., a new Salt Lake City biotechnology company, raised \$ 6 million in private financing from Warburg, Pincus Ventures, a New York City-based venture-banking firm.

Ventana is a spin-off of Myriad Genetics.

Dennis Farrar, Ventana's president and chief executive officer, was a Myriad co-founder. He previously served on the company's board of directors.

Farrar founded Ventana in May 1996 with \$ 1.2 million in startup money. Alexander Kamb, who is the former director of research at Myriad, is Ventana's scientific founder.

Farrar said the company does not compete with Myriad.

"We wanted to start a company that had an entirely different focus than Myriad, which is a diagnostic company," he says. "We wanted to do a therapeutic company to treat or cure some of these important human diseases, such as cancer."

**LOAD-DATE:** December 05, 1997

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*OUTINGS / A FUTURISTIC UPDATE OF A TIMELESS PIECE* Newsday (New York) December 7, 1997, Sunday,

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# Newsday

Newsday (New York)

**December 7, 1997, Sunday, QUEENS EDITION**

**SECTION:** QUEENS LIFE; Page G13

**LENGTH:** 377 words

**HEADLINE:** OUTINGS / A FUTURISTIC UPDATE OF A TIMELESS PIECE

**BYLINE:** Carl MacGowan

## **BODY:**

**WHAT:** "Godspell: 2020 A.D.," presented by New Life Theater. **WHY:** This new version of "Godspell" is set in New York in the next millennium and features a multiethnic cast and futuristic music.

The original, 1971 "Godspell," with music, book and lyrics by Stephen Schwartz and the late John-Michael Tebelak, was itself an update of the Gospel according to Matthew, featuring retellings of the parables of Jesus and his crucifixion. New Life Theater's "original adaptation" puts its cast in new, colorful costumes and portrays 21st-Century New York as an affluent, glamorous place in which people of many races and ethnic backgrounds learn to live harmoniously.

New interpretations are a "Godspell" tradition. Whether on Broadway or off, in high school productions and community theater, the unorthodox "Godspell" book encourages improvisation, experimentation and audience participation. The first production, which opened Off-Broadway and moved to Broadway a few years later, included references to Vietnam; an Off-Broadway 1980s staging set the story among homeless people.

"People have been facing the same problems for thousands of years in hundreds of countries and cultures," said the Rev. Pete Scazzero, pastor of New Life Fellowship, which sponsors New Life Theater. "Godspell: 2020 A.D." breaks out of the traditional box of solutions and reminds us once again that the Gospel is a timely response to timeless problems."


The director of "Godspell: 2020" is David Roszchild, a designer for clothing company **Nautica USA**, which specializes in cutting-edge fashions. Costumes and makeup are by Clorinda Vitale Plotnick, who has worked in theater and films and for several fashion magazines.

The music is a blend of old and new, setting Schwartz' original score, which includes tunes such as "Day By Day," "By My Side" and "Prepare Ye," to contemporary sounds and rhythms that seek to approximate the music of the next century. **WHEN AND WHERE:** Dec. 14, 19 and 20, 7:30 p.m., at New Life Fellowship Church, Elks Lodge, 82-10 Queens Blvd., Elmhurst. **HOW MUCH:** \$3. **GETTING THERE:** Take the G or R train to Grand Avenue. The Elks Lodge is two blocks from Grand Avenue and Broadway, west of Queens

Center Mall. MORE QUESTIONS? 718-424-0122.

**GRAPHIC:** Photo -"Godspell: 2020 A.D" cast members don funky costumes and outrageous wigs.

**LOAD-DATE:** December 7, 1997

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) 

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*DESIGNER FURNISHINGS TREND BOOSTS MAG PAGES: HILFIGER, NAUTICA AND PRADA JOIN STRATEGY  
PIONEERED BY LAUREN Advertising Age December 08, 1997*

Copyright 1997 Crain Communications Inc.  
Advertising Age

December 08, 1997

**SECTION:** News; Pg. 16

**LENGTH:** 486 words

**HEADLINE:** DESIGNER FURNISHINGS TREND BOOSTS MAG PAGES: HILFIGER, **NAUTICA** AND PRADA  
JOIN STRATEGY PIONEERED BY LAUREN

**BYLINE:** Ann Marie Kerwin and Carol Krol

**BODY:**

A growing number of fashion designers are moving into home furnishings, a strategy that could boost ad page counts for fashion and beauty magazines with affluent readerships.

Among the bevy of designers planning home lines for 1998 are Tommy Hilfiger, **Nautica** and Prada. Bill Blass also has a deal for a furniture line with Pennsylvania House. Donna Karan, under new President John Idol, is said to be eyeing the home market as well.

These newcomers join veterans like Ralph Lauren, Calvin Klein and Gianni Versace, who have been using publications such as Architectural Digest, Cosmopolitan and Town & Country to advertise their furnishings lines.

**PIONEERED BY LAUREN**

The pioneer was Ralph Lauren, whose home line was established in 1983.

"Our ads have always mixed the fashion and apparel," said Mark Reynolds, marketing director for Gianni Versace Home Signature. "It's all part of communicating the Versace lifestyle."

What is new is the ratcheting up of competitors in the field.

Versace itself is adding to its Home Signature collection, which includes everything from fabrics to fine china to gold toilet brushes, with a second line of more minimalist furniture. The influx is good news for magazines like Conde Nast Publications' Architectural Digest, which has capitalized on designers' sense of fashion for the home by encouraging marketing that bridges the two, said Publisher Peter K. Hunsinger.

In the October Architectural Digest, Ralph Lauren for its Polo Sport brand ran a 10-page ad package off the front cover that played up the melding of apparel and home design. The tagline: "Today, life is about really living it."

In the December issue, Neiman Marcus Co. inserted a gift guide that mixes designer home items with apparel advertising.

**MORE ABOUT DESIGN**

"Architectural Digest is a design magazine more than it is a shelter magazine, and designers are embracing that," said Mr. Hunsinger. "A lot of the designers are beyond just having a toe in the water in the home market, like Lauren, Calvin Klein and Versace. They are marketing their collections, both fashion and home, much more as a complete lifestyle."

At Town & Country, the household-furnishings category has grown by 24 pages over last year, up 54%, according to internal reckoning, said Publisher Molly Schaefer, fueled in part by designer collections.

"Because there is such a high recognition of designer names, consumers have said that knowing a name is attached to a product makes them feel better about purchasing it," said Ms. Schaefer, who added that the designers heading public companies also are offering new lines under pressure to grow their companies.

"They do have the pressure to top the quarter before," she said.

Stan Tucker, VP-fashion director at Saks Fifth Avenue, said the market is booming because consumers are eager to have brand-name home accessories.

**LOAD-DATE:** December 11, 1997

Source: [News & Business](#) > [Combined Sources](#) > News, All (English, Full Text) [\[1\]](#)

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*Villager minivan doesn't need a lot of flashy changes Milwaukee Journal Sentinel (Wisconsin) December 10, 1997 Wednesday*

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Milwaukee Journal Sentinel (Wisconsin)

December 10, 1997 Wednesday All

**SECTION:** heels Pg. 1 Savage On Wheels

**LENGTH:** 828 words

**HEADLINE:** Villager minivan doesn't need a lot of flashy changes

**BYLINE:** MARK SAVAGE

**BODY:**

Mercury's Villager minivan doesn't change much.

Some might consider that a drawback, but little improvement has been needed since it debuted as a 1993 model. Oh, a second air bag and side impact protection were added to boost safety a good idea.

But basic design and function remain the same and the latest test iteration, a blue-green Villager LS, was attractive and a fine drive.

This isn't the largest van or the horsiest. It's just one of the more comfortable and easy handling minivans.

That's partially because it rides on a 112-inch wheelbase, about the same as a Cadillac Seville or Mercedes-Benz E320, and uses the front-end components of the well-mannered Nissan Maxima. Ford and Nissan jointly designed Villager and its cousin, Nissan's Quest. Together they make the vans in Ford's Avon Lake, Ohio, plant.

Handling sets Villager apart from its competitors. The van is easy to park and cuts in and out of traffic as easily as a sedan. Villager has only a slightly top-heavy feel in high-speed turns, while some vans wallow.

Acceleration is good but not overly peppy. The 3.0-liter V-6 delivers 151 horsepower and 174 pound-feet of torque. That's pretty average, although several minivans, including Toyota's new Sienna, deliver more. Even Ford's own Windstar has an optional 3.8-liter V-6 that gives it 200 horses. Wouldn't hurt to have a few more ponies under this one's hood.

Ride is solid and controlled, plus the van was fairly quiet inside. That made for comfortable riding. We had up to seven aboard the Villager at times and everyone claimed to be comfy over a variety of road surfaces.

The LS version also comes with anti-lock brakes standard, as does the **Nautica** edition.

Getting into the Villager is easy. There is only a mild step up here, an advantage for older folks and young children. However, there is only one rear door on Villager, on the passenger's side. Some vans now have dual sliding rear doors, and Villager will get that for 1999.

The test Villager came with a gray leather interior. Those seats are awfully cold in winter and would benefit from being heated. No such option is available, though.

Aside from their coolness, these are well-proportioned seats supplying firm support with a cushioned bottom that made for a good ride.

Head and leg room are plentiful throughout the seven-seat van, including captain's chairs in the first two rows. Even the GS model now has the captain's chairs standard.

My teenagers also said they thought the Villager's third seat had more room, especially leg room, than the Sienna, which we had the following week. A check of the figures proves them right. The Villager, 4 inches shorter overall, actually has 2.7 inches more leg room in the third seat.

Villager's dash remains simple, with rotary climate-control fan and temperature buttons and nice, large radio buttons. However, the climate control's directional buttons are small and hard to use if you're wearing gloves.

Cruise control and radio volume-control buttons come on the steering wheel hub, plus privacy glass, a luggage rack, rear defroster, storage box under the front passenger's seat, and power windows (including the rear vents) and mirrors are standard on the LS.

The test van added automatic lights, power seats, remote entry, flip-open rear window and auxiliary climate controls for the rear seats, all part of the \$3,935 option package that is discounted to \$1,930.

In addition, this one had a CD player (\$370 option), conveniently located at the bottom center of the console. That makes loading discs easy for a driver.

Villager also has the most flexible seating options of any minivan, with about a dozen variations. That's because its rear seat is on a track, allowing it to slide forward after the second row's captain's chairs are removed. It also can slide forward and fold up behind the second or first row's seats to provide more storage space.

Note though that even with the third seat in place, the van has 14.1 cubic feet of cargo space, about the same as a midsize sedan's trunk.

Mileage normally has been a plus for Villager. The EPA says to expect 17 miles per gallon city and 23 highway. Most vans top out at 20 or 21 mpg. But I got only 17.5 mpg in about 60% highway driving.

Villager starts at \$20,215 for the GS and jumps to \$25,085 for the LS with its added doodads. Moving to the top-level **Nautica** will boost that to \$26,915. As always, if you stick with the base model and a few options, this can be an attractively priced van.

However, if you need an extended version for extra storage, you'll have to look elsewhere as this comes only in the smaller dimensions. I've taken a Villager on a week-long trip, though, and had plenty of room for luggage for six, with just a couple bags bungeed to the roof rack.

Given a few more horses under the hood, it would be hard to beat the Villager. It already wins on comfort and handling.

**GRAPHIC:** Chart  
Journal Sentinel, Mercury

#### Wheel Stats

CARGO: 14.1 cu. ft. (126 cu. ft., both rear seats removed)

MPG: 17/23

ENGINE: 3.0-liter, V-6

TRANSMISSION: 4-speed automatic



MADE IN: Avon Lake, Ohio

BASE PRICE: \$24,975

DEALERS PRICE:\* \$22,585

MAJOR OPTIONS: Preferred package 696A (including two-tone paint, autolamp system, four captain's chairs, keyless entry, 6-way power driver's seat, flip-open rear window, auxiliary A/C, leather-wrapped tilt steering wheel, cruise control, heated mirrors, dual illuminated visor mirrors, 4-way power passengers seat and deluxe aluminum wheels) \$3,935 Cargo net, \$30 Anti-theft system, \$100 Premium sound system with CD, \$370

DELIVERY: \$580

DISCOUNT: \$2,005 (for option package)

TEST VEHICLE: \$27,985

\* Pace Publications

**LOAD-DATE:** December 11, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) ☐

Terms: [nautica and date\(gteq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*Consider All Options When Selecting Bed Sheets Tulsa World (Oklahoma) December 11, 1997 Thursday*

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Tulsa World (Oklahoma)

**December 11, 1997 Thursday FINAL HOME EDITION**

**SECTION:** LIVING; Pg. D3

**LENGTH:** 1187 words

**HEADLINE:** Consider All Options When Selecting Bed Sheets

**BYLINE:** Lisa Gutierrez, Rochester Democrat and Chronicle

**BODY:**

"I'm writing this story about how to buy sheets," I told my neighbor the other night. Blank stare. "OK," she laughed. "So what's the big deal? You just go and buy them." Easy for her to say. In her magazine-perfect kitchen, the curtains coordinate with the carpet, which harmonizes with the dish towels that match the little rubber mats in the sink. But buying sheets can be a big deal, even ordeal, if you've never bought any or haven't bought new ones in awhile. And let us hazard a guess. We bet many of you haven't bought sheets since, oh, the Reagan administration. While personal taste will guide you toward a Laura Ashley floral, Alexander Julian plaid, Martha Stewart gingham or **Nautica** stripe, there's more to sheets than a pretty pattern. What is a thread count? Why do some sheets cost way more than others? Should I buy Martha Stewart's new sheets at Kmart, or the "T-shirt" sheets made of knitted jersey that give Oprah sweet dreams? And just what the heck is percale anyway? Though we spend up to a third of our lives sleeping, few of us put much effort into buying sheets that will make our slumber more comfortable. "I think for a lot of people, much as you would purchase sugar or salt there's not always a lot of thought that goes into it," says Rob Hayes, merchandise manager for Coming Home, the bed and bath division of Lands' End catalog.

You'll need to know the entire scoop on sheets when you shop for back-to-school, hunt for the perfect set for that new apartment or finally decide to trade in those Power Rangers sheets. Here, then, is our rap sheet on sheets. Not all sheets are created equal. The most basic distinguishing characteristic is thread count -- the number of threads woven into a square inch of fabric. That's what those numbers -- 180, 200, 230, etc. -- on the packages mean. You'll rarely see a number lower than 180, and we have yet to find many higher than 330. "Above 180, you start getting into the higher grades of softness," says David Boline, sales manager of HomePlace in Henrietta, N.Y. The higher the thread count, the tighter the weave and the softer the feel against your body. "The difference between a 180-thread-count sheet and a 330-thread-count is the difference between chapped hands and a baby's bottom. Thread count is just one variable to consider, though. Fiber content is another. Taking cues from the fashion world, sheets are made of everything from denim to oxford cloth. But the two


most commonly used fabrics are muslin and percale. Muslin, usually a 50-50 blend of uncombed cotton and polyester with a thread count under 130, is the cheaper fabric. A lot of children's sheets are made of 120-count muslin. Percales are made of 100 percent cotton or polyester cotton blends with thread counts from 180 to 2,501 or even higher, and are softer and smoother than muslins. Two other words you'll often run into are pima and supima cotton. Pima is the highest quality of cotton grown in this country, the softest and hardest to find. A sheet labeled supima is made of 100 percent pima cotton. The most expensive sheet you're apt to run across is a supima sheet with a high thread count. For instance, we found a queen-size, smooth-as-silk, 310-thread count supima cotton sheet at one store for a whopping \$ 90. That was for one sheet! Some people prefer their sheets, like their clothing, to be 100 percent cotton. Whether you buy an all-cotton or cotton polyester blend sheet depends on what you want the sheet to do. The higher a sheet's thread count, the more wrinkling you're apt to get. Take sheets out of the dryer before it stops because sheets wrinkle once they settle. If wrinkles bother you -- It's hard to believe, but we're told that some people still iron their sheets -- you might be tempted to buy all-cotton sheets marked wrinkle-resistant, or wrinkle-free.

But here's a tip: Even if those sheets have a high thread count, they're going to feel stiff because of the chemical treatment used on them. For sheets that shed wrinkles but feel soft, Hayes suggests an easy-care, 50-50 blend of cotton and polyester instead. Before you even hit the store or open the catalog, measure your mattress. The first question sales floor manager Tina Matevisch and her employees at Bed Bath and Beyond in Pittsford, N.Y., ask a customer shopping for sheets is: How deep is your mattress? The question is appropriate. Mattresses are made deeper these days, which is why you'll find sheets marked "extra-deep." Even then, though, they might not necessarily fit your mile-high mattress. "There are some people out there advertising deeper pockets," says Lands' End's Hayes. But "those sheets are only 10 to 10 inches in depth, so they're still not deep enough to fit." If a sheet is not marked extra-deep, ask a salesperson or order-taker how deep a mattress it will accommodate. Another "fitting" challenge comes from those hot T-shirt sheets. Among the dozen or so manufacturers of the sheets, shrinkage and the way they fit vary widely, industry experts warn. If you have a deeper mattress, make doubly sure the knit sheets have deep pockets. And, since the jersey fabric tends to curl, look for elastic all the way around and double stitching so they fit snugly. If you haven't bought sheets recently, hold onto your pillow.

Sure, you can find sheets cheap in places such as Kmart and Wal-Mart, even TJ Maxx and Marshall's. In those stores, home stores and department stores, we found twin-size sheets (Individuals) for \$ 5 to \$ 35, and queen sheets from \$ 15 to \$ 90. In both sizes, the more expensive sheets were the softer ones with more luxurious thread counts. In sheet sets, you can expect to pay anywhere from \$ 15 to \$ 40 for twin size, and \$ 30 on up to \$ 90 for queen size, depending on thread count and fabric content. The "hottest" sheets today are made of jersey knit, like T-shirt material, which manufacturers have been cranking out since Oprah Winfrey gushed about them last year. But trendy is pricey. At \$ 30 for a twin set -- and up to \$ 70 for queen-size sets -- some are as expensive as the percales. Which is probably why I'll take a pass on Oprah's choice, even though sheet experts say we should all own at least three sets of sheets. One for the bed. One for the laundry. And one for the closet. But don't lose any sleep over it.

**GRAPHIC:** PHOTO; Credit, Gannett Photo; There's more to share than pretty pattern. You may be concerned with thread count, cost and whether to choose designer or off the shelf.

**LOAD-DATE:** December 14, 1997

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

Terms: [nautica and date\(gteq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*PEACH BUZZ; City's teen scene gets its due The Atlanta Journal and Constitution December 16, 1997, Tuesday,*

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The Atlanta Journal and Constitution

December 16, 1997, Tuesday, ALL EDITIONS

**SECTION:** FEATURES; Pg. 02E

**LENGTH:** 967 words

**HEADLINE:** PEACH BUZZ;  
City's teen scene gets its due

**BYLINE:** RICHARD L. ELDREDGE

**BODY:**

Although actress Gwyneth Paltrow (right) will be one of the celebs profiled when Teen People magazine launches Jan. 9, you don't necessarily have to be Brad Pitt's ex in order to get your mug inside the new mag.

Teen People fashion editor Jorge Ramon and crew were in town over the weekend scouring the city for local teens worthy of being profiled in the People magazine offshoot's upcoming personal style story.

"We did six cities," explains Ramon of Atlanta's inclusion. "We chose it because Atlanta was recently voted the number one place to live and we thought it would be a good indicator of teen style, a good place for fresh ideas and influences."

And did People's Atlanta pick pan out? "Oh, definitely," gushes Ramon of his expeditions to Little Five Points and Lenox Square. "Atlanta's young people express themselves very well. We noticed that boys in Atlanta were dressing up a lot more than the girls. Whether it was Tommy Hilfinger, Nautica or Perry Ellis, everything matched top to bottom too with the boys. Vintage clothing is also very big here. Little Five Points was amazing ---all those piercing and tattoo parlors. We loved Junkman's Daughter. The vibe was very good. It could have been a couple of blocks transplanted from New York."

One thing that Ramon says will distinguish Teen People on the newsstand is the avoidance of professional models. "All our fashions will be put on real kids," says Ramon. "We want the readers to relate directly to the photos. We want them to say: 'She looks like me.' Also, unlike a lot of the other magazines out there, we're not going to be just using boys as accessories in our layouts either."

Wright stuff(ing)

Kudos to Alpharetta's Mandisa Wright. The 10-year-old has been selected to be a member of the national All-American IronKids Bread Team by Olympic gold medalists swimmer Janet Evans, soccer player Mia Hamm, track sprinter Evelyn Ashford and cyclist Mark Gorski. Wright was selected for the team based on her winning essay, "You Can Do It!", chosen from more than 4,000 entries submitted by kids across the country. As part of her prize, Wright and her classmates will be treated to a visit by Evans at Lake Winward Elementary in Alpharetta, where she'll be presented with a \$ 2,500 savings bond during a school assembly.

Claus Cruise

Plan to evacuate the city now ---the Atlanta Cacophony Society's O.E. Parker informs us that the first Atlanta Santa Cruise is scheduled for Friday and Saturday. Modeled after similar events in San Francisco and Portland, Ore., the Santa Cruise essentially consists of 100 folks dressed in Santa suits "spreading good cheer and merry-making" to locales around town (including Hartsfield International Airport, Centennial Olympic Park, Underground Atlanta, Zoo Atlanta, Buckhead, and the, um, colorful businesses on Cheshire Bridge Road) via two yellow school buses. According to Parker, meanwhile, the Atlanta Cacophony Society is "a loose and randomly gathered coalition of free spirits united in the pursuit of experiences beyond the pale of mainstream society." And also, Buzz s, those same highly annoying individuals who finish their Christmas shopping in September who have time to engage in such activities the weekend before Christmas.

#### Overscene

At last week's screening of "Titanic" at AMC Phipps Plaza: former L.A. Dodger and Atlanta resident Brett Butler (with three teen daughters/Leonardo DiCaprio fans in tow), Australian Body Works owner Tony de Leede, local casting guru Cynthia Stillwell, WXIA-TV's "Peachtree Morning" co-host Carmen Burns and Image Film and video's Ann Hubbell.

#### Celebrity news outside Atlanta Ferguson says no to 'Jekyll and Hyde' cameo

Fergie turned down an offer to make a cameo appearance in the Broadway musical "Jekyll and Hyde," the duchess' spokesman said Monday. "It could have been a walk-on, a part in the chorus," said spokesman Howard Rubenstein. "It would only have been one night or a week at best." Sarah Ferguson, the Duchess of York, 38, is considering several offers to do a television interview show in the United States, Rubenstein said. He declined to elaborate. In the meantime, Fergie has renewed her contract as chief spokeswoman for Weight Watchers for 1998, Rubenstein said.

#### Man sentenced for extortion of supermodel

A man was sentenced to six years and eight months in prison Monday for trying to extort \$ 80,000 from supermodel Elle Macpherson by threatening to post nude photos of her on the Internet. Michael Mishler also was ordered to pay nearly \$ 115,000 in restitution. A 15-minute videotape of Macpherson saying she was "frustrated and humiliated" by the extortion attempt was played in court before sentencing. Mishler, 29, pleaded guilty on Dec. 4 to attempted extortion and first-degree burglary. Co-defendant William Ryan Holt, 26, pleaded guilty to attempted extortion and was sentenced to a year in county jail. Macpherson said \$ 6,000 and photos she had taken of herself were stolen from her estate in May and June.

#### Happiness hard to hold onto, Dylan says

Bob Dylan has come out with his most acclaimed album in 20 years. But is the 56-year-old singer-songwriter happy? "I think that it's hard to find happiness as a whole in anything," Dylan said in a recent interview. "The days of tender youth are gone. I think you can be delirious in your youth, but as you get older, things happen. We take our instruction from the media. The media just gloats over tragedy and sin and shame, so why are people supposed to feel any different?" Critics have described Dylan's new album "Time Out of Mind" as brooding and gloomy."

Contributing: news services.

If you have an item, call 404-222-8503, 404-614-2749 or fax 404-526-5509.

E-mail: [buzz@ajc.com](mailto:buzz@ajc.com)

**GRAPHIC:** Mug of Gwyneth Paltrow

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*Teen spending expected to be strong during the holidays Santa Fe New Mexican (New Mexico) December 20, 1997, Saturday*

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Santa Fe New Mexican (New Mexico)

**December 20, 1997, Saturday**

**SECTION:** Local; Pg. B-8

**LENGTH:** 338 words

**HEADLINE:** Teen spending expected to be strong during the holidays

**BODY:**

PARAMUS, N.J. (AP) While parents watch their holiday spending this year, their teen-agers are making malls merry.

After years of favoring the sloppy, grunge look, teens are dressing up again. Instead of ripped jeans and oversized, flannel shirts, they now want sequined tank tops, low-cut lace dresses and bell bottoms.

Young men, too, are spicing up their wardrobes. Many wear brands like **Nautica** and Tommy Hilfiger. And that's good news for stores.

"Kids have incredible spending power and the mall is where they live," said Thomas Tashjian, a retail analyst at Nationsbank Montgomery Securities in San Francisco. "That's creating a very strong selling environment for teen retailers."

Eighty-eight percent of girls ages 13 to 17 say they love to shop, compared with 55 percent of Americans 21 to 62, according to a survey by the consulting firm Kurt Salmon Associates.

"I love to buy new things. Whatever is trendy, I have to have it," Kristen Defino, 16, said as she eyed flared jeans at a Wet Seal store in the Garden State Plaza mall in Paramus.

Jessica Gonzales, bopping to the beat of the music at a Jean Country store, was one of several teens who seemed to have plenty to spend.

"I have a \$ 500 Christmas gift budget, but I may go over if there is something I'm dying for," the 15-year-old girl said. In one hour at the mall she bought three bottles of Hard Candy nail polish for \$ 12 each and two ribbed sweaters.

Like a lot of her peers, Gonzales gets her money from baby-sitting and occasional jobs.

Industry observers say some teens may have more money to spend because of the increasing minimum wage from \$ 4.25 to \$ 4.75 in the fall of 1996 and to \$ 5.15 an hour Sept. 1. Whatever the reason, mall cash registers appear to be playing jingle bells all the way to the bank.

"They want new things and are willing to pay a lot for them," said Britt Beemer, chairman of America's Research Group in Charleston, S.C. "That could translate into a very good Christmas for the teen market."

**LOAD-DATE:** December 22, 1997

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*IPO underwriters recommend Dan River, predict profitability; initial public offering WWD December 23, 1997*

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WWD

**December 23, 1997**

**SECTION:** No. 121, Vol. 174; Pg. 9; ISSN: 0149-5380

**IAC-ACC-NO:** 20103224

**LENGTH:** 492 words

**HEADLINE:** IPO underwriters recommend Dan River, predict profitability; Initial public offering

**BODY:**

NEW YORK -- The three underwriters of Dan River Inc.'s initial public offering put positive recommendations on the stock, with each predicting modest sales growth but strong profits over the next three years.

Dan River went public at 15 on Nov. 20, and thus far has registered a high of 15 3/4 and low of 15. The stock closed Monday at 15 3/4, up 3/16, on the New York Stock Exchange.

All three investment firms put a 12-month target of \$ 20 on the stock.

Morgan Stanley, which put out a 'strong buy' rating, said market share gains and new product extensions should generate sales growth of about 6 percent annually for three years.

"Coupled with operating margin improvement on sales increases and a deleveraging of its balance sheet, we believe Dan River can generate earnings growth of 18 percent over the next three years," said David Griffith, analyst at Morgan Stanley.

All three investment firms agreed that Dan River has top-notch management, impressive operating margins, and is bound to benefit from acquisitions.

Allison C. Malkin, at SBC Warburg Dillon Read, who initiated coverage with an "outperform" rating, said Dan River "has significant growth opportunities in both the home fashion and apparel fabrics markets."

Carol Pope Murray, at J.P. Morgan Securities, said she expects home fashion sales to grow 7.9 percent annually for two years, largely due to the success of the bed-in-a-bag program, the launch of the licensed **Nautica** home line, and substantially increased sales to Wal-Mart and Kmart.

Murray, who has a "buy" rating, said apparel fabric sales should grow 3.4 percent annually for two years, but the acquisition of its largest competitor, New Cherokee, should lead to margin growth. Murray said Dan River holds a 62 percent market share in lightweight yarn-dyed fabrics, which are primarily used for shirting.

Murray also noted that \$ 200 million spent in upgrading technology has substantially improved margins.



She said earnings margins of 17.5 percent in home fashions and 15.8 percent in apparel fabrics before interest, taxes, depreciation and amortization are well above the industry norm of 10.5 percent.

"We project profit margin improvement supported by lower manufacturing costs and stable prices, with lower interest costs adding further to net profits," Murray said.

All agreed that acquisitions should play an important role in future years.

"Dan River is expected to benefit from the consolidation of the U.S. textile industry by acquiring weaker competitors," Malkin said. "We believe that Dan River should become a beneficiary of consolidation, since its management team has proved that it can turn around its own operations, and has successfully integrated its acquisition of New Cherokee."

For this year, J.P. Morgan expects \$ 1.08 a share, Dillon Read is projecting \$ 1.04 and Morgan Stanley, \$ 1.02. Dan River earned 40 cents a share from continuing operations in 1996.

**IAC-CREATE-DATE:** January 7, 1998

**LOAD-DATE:** January 08, 1998

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Terms: [nautica and date\(gteq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*Home hints South China Morning Post (Hong Kong) December 31, 1997*

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South China Morning Post (Hong Kong)

**December 31, 1997**

**SECTION:** Style Briefing; Pg. 16

**LENGTH:** 265 words

**HEADLINE:** Home hints

**BYLINE:** Kavita Daswani

**BODY:**

Fashion for the home is the new hip direction for the world's top designers. Homeware from Gucci, Ralph Lauren, Hermes and Versace already form a big chunk of the respective revenues of these labels.

Also soon to jump on to the designer home furnishings department are Tommy Hilfiger, Donna Karan, Prada, **Nautica** and Bill Blass. Leg-care

The Institut Des Jambes, a French company specialising in leg-care, is about to launch Anti-Fatigue Tights in Hong Kong. Made of elastane and polyamide, the support tights are designed to help blood circulation in the legs, preventing varicose veins, swelling and other stresses. They are priced between \$ 120 and \$ 380, depending on the thickness, and will be available at Institut Des Jambes outlets in Swire House, Ocean Centre, the Hyatt Regency Hotel and Goldmark in Causeway Bay. For more information, call 2505 9805. Bonding

Potential punters are possibly waiting until after the festive season to lodge their bids for the BMW Cruiser and Omega Seamaster that were flaunted by Pierce Brosnan in his newest James Bond film Tomorrow Never Dies.

The movie, which also stars Michelle Yeoh, will debut in Hong Kong on January 19. Alongside the charity premiere at the Hong Kong Convention and Exhibition Centre for the Hong Kong Cancer Fund will be an auction of Bond gadgets like the BMW motorbike and the watch. Bids can be faxed to the Cancer Fund at 2524 9023. Tickets are priced at \$ 1,000 for the cocktail reception premiere, where star attractions will be Brosnan and Yeoh. For more information, call 2868 0780.

**LOAD-DATE:** January 1, 1998

Source: [News & Business > Combined Sources > News, All \(English, Full Text\)](#) 

Terms: [nautica and date\(geq \(1/1/1997\) and leq \(12/31/1997\)\)](#) ([Edit Search](#) | [Suggest Terms for My Search](#))

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*STAYING POWER; Change is the lifeblood of fashion, but some trends have the muscle to take hold THE DALLAS MORNING NEWS December 31, 1997, Wednesday, HOME FINAL EDITION*

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THE DALLAS MORNING NEWS

**December 31, 1997, Wednesday, HOME FINAL EDITION**

**SECTION:** FASHION/DALLAS; Pg. 1E

**LENGTH:** 1756 words

**HEADLINE:** STAYING POWER;

Change is the lifeblood of fashion, but some trends have the muscle to take hold

**BYLINE:** Valli Herman

**BODY:**

Fashion's minute-by-minute upheaval seems never to slow. But in the last years of the '90s, several significant changes have profoundly altered the way we shop, what we wear and how we wear it.

Some of the biggest fashion changes of this decade promise to continue into the next. Here's a look at several trends that turned out to be more than passing whims.

**The athletic wear boom**

Boys from the 'hood in the newest Air Jordans. Trendies in trainers and track pants. Seniors in silky jogging suits. Athletes aren't the only ones dressing for sport these days.

As the nation's preoccupation with sports and casual dressing has grown, active wear has morphed into everyday wear. A 73 percent increase in women's sports participation during this decade also has helped fuel the boom.

Running shoes, the top-selling type of athletic footwear, have been joined on the shelves by shoes for every specialty from skateboarding and mountain biking to river rafting. But 80 percent of all athletic footwear is worn primarily for activities other than sports or fitness, according to the Sporting Goods Manufacturers Association (SGMA). Apparel isn't much different: The SGMA says that more than 80 percent of the money spent on sports apparel is for items that won't see much activity at all. Unless it's nightclubbing.

**The casual world**

Workers have demonstrated they're more than happy to give suits the boot.

A majority of American office employees - more than 40 million people, in fact - are now permitted to dress casually during the work week, according to the latest national survey commissioned by Levi Strauss & Co.

Just two years ago, casual business wear wasn't an everyday thing for even a third of employees. But the latest survey indicated that 53 percent now can dress down whenever they choose.

Occasional casual attire is allowed for 87 percent of workers today.

As more people continue to wear more casual clothing, retailers, manufacturers and designers must produce apparel for a less-dressy world.

The catalog craze

The mailbox has become the mall for millions of people.

This year, catalogs such as J. Crew, Lands' End, L.L. Bean, Tweeds and hundreds of others pulled an estimated \$ 48 billion from Americans' pockets, a 6.6 percent increase over last year, says the Direct Marketing Association (DMA).

"Consumers are shopping by catalog because it's convenient," says Amy Blankenship, director of media relations for the DMA. "You can find anything and everything in a catalog, including designer clothing."

Upscale companies such as Saks Fifth Avenue, Tiffany, Coach and Neiman Marcus produce glossy catalogs, partly as an image advertising vehicle.

When the granddaddy of them all, the Sears catalog, was discontinued in 1993, the shop-by-mail era reached a turning point.

"The general catalog business had plateaued. The growth was coming from specialty catalogs," says Sears spokeswoman Jan Drummond.

Sears, and hundreds of other companies, learned to target niches in specialty markets. Now Sears mails 160 million catalogs in 18 categories every year.

And of the 13.4 billion catalogs sent out each year, the U.S. Postal Service estimates that the average American receives 1.9 catalogs each week. For those with desirable ZIP codes or a history of catalog shopping, it's probably closer to 9.1. Fabric innovations

It's hard to imagine how the world coped without Lycra leggings, Polartec pullovers and Gore-Tex jackets.

The past 50 years of fabric research have produced more breakthroughs than the first 5,000, and advancements have come even more rapidly in the past decade. Now, high-performance fabrics reach even into the rarified air of the couture salon: Gianni Versace's studded vinyl dresses are but one example.

In the 1990s, American designers have taken up fabrics with science-project overtones and made them cool. They've offered stretch dress shirts, reflective tuxedos, bulletproof Kevlar vests and Tyvek wedding gowns that can't be torn. Clothing manufacturers across the board have welcomed stain-resistant Teflon and water-resistant microfiber polyester.

Stretch fibers, once the province of active wear, have invaded every aspect of fashion from street to couture. Even Dallas menswear maker Haggard recently introduced stretch cotton trousers for the mass market.

Environmental concerns helped push other fiber innovations.

Wellman Industries showed how to recycle plastic soda bottles into a new kind of polyester called Fortrel EcoSpun, which is often used in synthetic fleece. Natural fibers returned to favor, with newly engineered cotton plants that produce longer, stronger fibers.

Cotton now commands 50 percent of the women's wear market.

Rayonlike Tencel, the first new fiber in 30 years, was recently introduced by Courtaulds Fibers. Tencel, the brand name for lyocell, uses wood pulp from managed forests; solvents used in its manufacture are

recycled.

In recent years, fabric makers have also introduced washed silks and new types of prewashed denim. Coming in the fall of 1998:

a machine washable and dryable wool.

Some designers believe that fabric innovation has become the leading element for change in fashion. Says Donna Karan, "The future of fashion is going to come out of a test tube."

The shrinking middle

Cheap stuff or luxury indulgences, and not much in between.

Stores are following shifts in society, and "the biggest change has been the shrinking of the middle and the growth of the upper end and the lower," says Gerald Celente, author of *Trends 2000: How to Prepare for and Profit From the Changes of the 21st Century*.

Mr. Celente looked at the past few years and saw specialty and luxury retailers such as Neiman's, Tiffany's and Saks thriving, along with discounters such as Target and Wal-Mart.

"The stores like J.C. Penney, Montgomery Ward and Sears are losing their market as society shifts," he says. In a parallel move, Mr. Celente says, rich stores are getting richer by consolidating their wealth.

"It's the whales eating the killer sharks," he says.

Successful chains such as Saks have been gobbling up ailing chains such as I. Magnin and Marshall Field's Houston stores.

In 1994, R.H. Macy and Federated Department Stores, two of the largest department store chains in America, announced a merger. The resulting 460-store empire, with sales estimated then at \$ 13.5 billion, included some of the best-known names in American retailing: Macy's; Burdines and Rich's in the Southeast; and Bullock's in the Southwest. Federated owned chains such as Bloomingdale's and Abraham & Straus. In the past year in California, Federated has changed its Broadway stores into Bloomingdale's stores.

"The market again reflects the times, in that we are seeing a monopolization trend in virtually every industry," says Mr. Celente. "And retail is no different."

The mega niche

Three words: Ralph Lauren paint.

Capitalizing on Mr. Lauren's world-famous patrician taste allowed the designer to put his name on an upscale paint collection for Sherwin Williams. The "designer-ization" of products has earned big bucks and a new name for fashion companies such as his: Women's Wear Daily calls it the "mega niche."

Mr. Lauren added paint to his extensive home collection in 1995 and business hasn't let up since. He and other big names such as Donna Karan, Calvin Klein, Tommy Hilfiger, **Nautica**, Liz Claiborne, Guess and Gap have seen business go wild with their range of products. Unlike designers such as Pierre Cardin who are faulted for indiscriminately lending their names to licensed products, the mega-nichers define a market and a taste level and stick to them.

Now designers don't have to turn a profit on their signature collections if those collections can generate enough heat to boost sales of designer-label sheets, sunglasses, children's wear, jeans, active wear, jewelry, fragrance, cosmetics and more.

If paint sounds preposterous, just wait. Ms. Karan is testing the expansion waters with unusual holiday gift sets. This year, they're Japanese teapots.

?The instant trend

In the old days - say, five years ago - a top level designer could expect to see lower-priced knockoffs of his or her work a season after the originals landed in stores.

Now the knockoffs may get there first.

Fashion technology and information have combined to spin the trend cycle at super speed. As TV coverage of fashion shows broadens, fashion fans get to see collections at the same time as manufacturers, retailers and the press do.

They see, and they want. Now. Stores search for instant look-alikes to meet the demand.

But technology, hailed as an inventory manager and profit protector, has a downside for stores, says Dallas retail consultant Carl Youngberg. Computerized sales and inventory systems allow stores to quickly gauge what's selling. As a result, says Mr. Youngberg, stores tend to jump on the early winners and play down the rest.

"We are whipping through cycles before the customer becomes accustomed to it," he says. "You've robbed them of the time it takes to warm to a trend."

He says creativity and experimentation suffer, so customers see the same kinds of items everywhere.

"There is a lot of commodity clothing. But is there uniqueness?"

he asks.

And there is backlash. Now most trendsetting teens search for new looks in old clothes: For them, vintage stores have become the source of style.

New life in old labels

Old designer labels don't die. They're revived by brash young talent and rock star daughters.

When German designer Karl Lagerfeld was hired in 1983 to take over the reins of a fusty fashion house called Chanel, he set off a wave of makeover mania that hasn't abated.

The rush to invigorate aging status labels with new designer talent has created a surge of changes in top houses, particularly in the last two years. The French are still in an uproar over the recent appointments of three British designers at French fashion houses: Beatles daughter Stella McCartney at Chloe, John Galliano at Christian Dior and Alexander McQueen at Givenchy.

The infusions continue with the recent appointment of Americans Marc Jacobs at Louis Vuitton, Narciso Rodriguez at Loewe, Richard Tyler at Byblos and Michael Kors at Celine. And Randolph Duke has completed his second season at Halston, which was rescued from obscurity a year ago.

Never one to miss a trend, Mr. Lagerfeld has renewed his Chanel contract for another six years.

**GRAPHIC: PHOTO(S):** (DMN: David Woo) 1. Go like an athlete. From left: neon yellow Nike Air Talaria lightweight trainer, \$ 99.95; orange and black Casio Tough Label G-Shock watch, \$ 150; silver Nike Air Max '97 trainer, \$ 149.95; white and blue Adidas Salvation trainer, \$ 109.95; dark silver Oakley Romeo sunglasses, \$ 250; black and silver Nike watch, about \$ 85; navy blue and yellow Nike Air Minot all-terrain

running shoe, \$ 95; GU health food, \$ 1.25. Casio watch from Watch Station; all other items from Luke's. 2. No waiting for the weekend. Khaki pants from Gap, J. Crew, Banana Republic, Tommy Hilfiger, Polo by Ralph Lauren, and Dockers; Dr. Martens shoe, \$ 115, from Macy's. 3. Out-of-store experience. Catalogs - from classic J. Crew to trendy Zoe - are still a growing business. 4. Labels reincarnated. From left: Prada black nylon bag with Lucite handles, \$ 600, and black leather men's belt, \$ 178, both from the Prada store. Gucci nickel-handled black leather bag, \$ 560, with metal-heeled black patent leather stiletto, \$ 315, and black leather belt with gunmetal buckle, \$ 160, all from Gucci at the Galleria. Louis Vuitton travel wallet, \$ 420, and black suede Fendi handbag, \$ 320, both from Neiman Marcus NorthPark.

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